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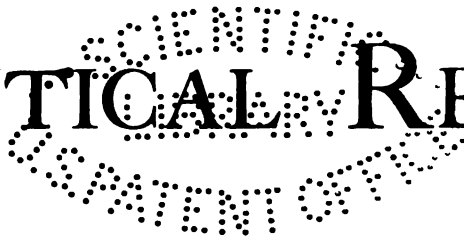




# AMERICAN DRUGGIST

AND

# PHARMACEUTICAL RECORD,



A Semi-monthly Illustrated - -  
Journal of Practical Pharmacy.

CASWELL A. MAYO, Ph.G.,  
EDITOR.

THOMAS J. KEENAN,  
ASSOCIATE EDITOR.

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Volume XLVII.

July to December, 1905.

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NEW YORK:  
PUBLISHED BY AMERICAN DRUGGIST PUBLISHING CO., 62 TO 68 WEST BROADWAY.

1905.

83936



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# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, JULY 10, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY  
**AMERICAN DRUGGIST PUBLISHING CO.,**

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 8718 Walnut St.

A. B. ELLIOTT, President.

CASWELL A. MAYO, Ph.G. .... Editor.

THOMAS J. KEENAN. .... Associate Editor.

ROMAINE PIERSON. .... Manager Chicago Office.

\$1.50 a year. 15 cents a copy.  
ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT

**HORRENDOUS ONOMATOLOGY.** The new eighth revision of the Pharmacopœia has not yet been sent out to purchasers, but the editors of the pharmaceutical journals have been favored as usual with advance copies in the interest of publicity. Having only had time to give the most cursory inspection to the volume, no critical review of its contents can be expected from us at this time. As a matter of interest to our readers and with a view of stimulating their

curiosity we should like to ask as many as may find it agreeable to do so to glance over the titles and say which relate to proprietary medicinal chemical compounds. Not all will recognize trional under the designation *diethylsulphonemethylethylmethane*, which is shortened in the official title to *sulphonethylmethanum*, or phenacetin under its pharmacopœial name of *acetphenetidinum*, while our old friend antipyrine sails under its own name, although mentioned in the text as *phenyldimethylpyrazolon*. Who will say that the onomatology of pharmacy does not grow more complicated and horrendous?

When will the local committees of State pharmaceutical associations acquire sufficient business sense to know when they are being "worked" by slick publication agencies? It is a shame and a disgrace that responsible pharmacists in this State can be found willing to farm out the publication of "souvenir programs" for the few paltry dollars there is in it. When will they come to realize that the shrewd publishers use the good name of the State association and the pharmacists of the State for the purpose of forcing wholesale druggists and manufacturers of chemicals into taking advertising space in these silly souvenirs and giving money for the same, of which only a small percentage ever reaches the treasury of the local committee? If the State associations must raise funds for the entertainment of visitors in this way why not appoint a committee of their own members and reap the entire proceeds of their blackmail, and not one-tenth or one-fifth, as at present?

**POISONOUS PROPRIETARIES MUST BE LABELED.** In its issue for March 2, 1893, the *Pharmaceutical Record* noted the decision of an English court to the effect that it was illegal for grocers and other unlicensed persons to sell preparations containing poisons named in the poison schedule of the pharmacy act. The opinion was then advanced by the editor of the *Record* that the British Pharmaceutical Society would find it necessary to establish a laboratory for the analysis of proprietary medicines in order to determine whether or not the latter contained poisons which required the affixing of a poison label to the container. A more recent decision and action on the part of the Pharmaceutical Society of Great Britain have fully sustained the views of the writer of the article in question. The English courts have decided (*AMERICAN DRUGGIST*, July 11, 1904, p. 3) that so-called patent medicines are not exempt from the provisions of the pharmacy act unless they are *actually patented*—i. e., protected by Letters Patent under the Great Seal. In accordance with these decisions, proprietary medicines containing the active poisons listed under schedule A must not be sold unless the buyer is known to the seller and the sale is duly witnessed and recorded in the poison register. Preparations containing poisons listed in schedule B must be plainly labeled poison. The New York State Board of Pharmacy has followed fast in the footsteps of the British Society, for it was announced at the meeting held in Saratoga Springs last week that the secretary of the board had caused an analysis to be made of certain catarrh powders which were understood to contain cocaine, and, the report of the analyst having confirmed this, the board has notified the manufacturers of divers preparations that they must comply with the law and attach a poison label to the containers. Full particulars of the action of the board are given in our report of the meeting on another page.



### The United States Pharmacopœia.

The eighth revision of the United States Pharmacopœia has at last made its appearance, unbound advance copies having been placed in the hands of the technical press for review, though some weeks yet will elapse before bound volumes are on sale. The work does not become an official and legal standard until September 1.

While the present edition in its general outlines follows the model of the 1890 Pharmacopœia many important changes have been made, such as the broadening of the limits of innocuous impurities in chemicals, the introduction of synthetic products of definite chemical composition and of antidiphtheric serum, the mention of average doses and the adoption of nearly all of the recommendations of the International Conference for the Unification of the Formulas for Potent Remedies. The changes necessitated by adherence to the decisions of the conference are not so numerous as they are important, including as they do an increase in the strength of tincture of strophanthus from 5 per cent. to 10 per cent., and the reduction of the strength of tincture of aconite from 35 per cent. to 10 per cent., and of tincture of veratrum from 40 per cent. to 10 per cent.

The adoption of the standards of the United States Pharmacopœia as legal in various State enactments, as well as by the several departments of the general Government, has imposed a serious task on the Committee of Revision. While it would never be permissible for the Pharmacopœia to materially lower its standards of purity, it is necessary that these standards should not be so high as to preclude the possibility of purchasing chemicals which comply with them. As a matter of fact, in many medicinal chemicals the presence of small proportions of extraneous substances—provided they are innocuous—is practically negligible from a therapeutic point of view, and this fact has been formally recognized by the introduction of a "purity rubric" defining the limitations within which the presence of innocuous foreign substances is permissible.

The delegates from Ohio to the Pharmacopœial convention presented a formal memorial asking that some action be taken which would relieve the druggist from responsibility to pharmacopœial standards in the sale of substances bearing pharmacopœial names, but not intended for use in medicine. The remedy proposed was that the Committee of Revision should abandon the use of all popular names such as "ammonia," etc. This suggestion has not been adopted, but the difficulty has been met by the introduction into the preface of the work of the following declaration:

*"The standards of purity and strength prescribed in the text of the Pharmacopœia are intended to apply to substances which are used solely for medicinal purposes and when professedly bought, sold or dispensed as such."*

The Committee of Revision embraces several cautious men who have had considerable experience with legal matters, and it is to be presumed that they have taken council on this subject with various officials who may be called upon to administer the laws, and that therefore this declaration will prove an effective bar to the persecutions which druggists have been subjected to in this connection. While we hope that this declaration may prove effective, we doubt it. Much, of course, will depend upon the temper of the prosecuting officials, but we do not believe that this declaration would prove an effective defense in the case of a prosecution conducted by an active and vigorous attorney.

The introduction of two elixirs, a kaolin plaster, a compound acetanilid—or, in the new nomenclature, acetanilide—powder, an emulsion of codliver oil with hypophosphites and some simi-

lar preparations shows a tendency to follow the popular trend of medicine, which is sure to excite much comment both pro and con. The introduction of these mixtures will on the one hand be condemned as pandering to a debasing tendency in medicine and on the other praised as at least a partial recognition of existing conditions and an effort to meet them.

The refusal to adopt the new chemical nomenclature, in which the final *e* is dropped from the names of alkaloids and of the halogen salts, will meet with the cordial approval of the large majority of the members, both in the medical and pharmaceutical professions.

As a piece of book making the volume is eminently satisfactory. The type is clear and legible, the paper substantial and of good quality, and the typographical arrangement artistic in its simplicity.

As a whole, the volume reflects great credit on American pharmacy and upon the band of hard working, careful and competent toilers who have given their services so freely to the cause of pharmacy.

There are no doubt many points open to criticism. These we will bring to the attention of our readers in later issues.

### The Preparation of Tincture of Strophanthus.

A great deal of discussion has been going on in the Italian pharmaceutical journals concerning the mode of preparation of the tincture of strophanthus. Barbieri claimed to have found a procedure whereby he could prepare a tincture of strophanthus that would not become cloudy in watery mixtures, while the tincture of the Italian Pharmacopœia does render water cloudy.

The method employed by Barbieri was a modification of the Italian official method. He extracted the powdered seeds with ether until a drop of this liquid no longer produced a grease spot upon a sheet of white paper, then allowed the powder to dry in the air, frequently stirring the mass, until it no longer had any odor of ether. He then macerated the powder with 90 per cent. alcohol, five times its weight of the menstruum being taken. After five days he decanted the liquid and added the same amount of fresh alcohol and again macerated the residue for five days. Decantation and colation follow, the residue is expressed and the extracts are united in one vessel, and filtered after being allowed to stand for a while. A tincture thus prepared is said to mix with water without cloudiness.

As the process of the Italian Pharmacopœia is similar and yet gives a tincture which clouds in water, Carlinfanti (*Bollettino Chimico Farmaceutico*, 1904, No. 24) conducted a series of experiments with a view of determining the best method of making strophanthus tincture that would mix with water. He found that the amount of fat contained in the seeds varied considerably (between 27.2 and 40 per cent). He prepared tinctures by the Italian official method as well as by the method of Barbieri, from seeds that had been previously deprived of fat by extraction either with ether or with petroleum ether. The Italian Pharmacopœia prescribes maceration for eight days with 10 per cent. alcohol. In both tinctures there was clouding upon the addition of water and a rather marked darkening of the mixture when the seeds had been treated with petroleum ether. Leon Schmitt many years ago described what he called the "water coefficient" of a tincture—namely, the amount of water which had to be added to 10 Cc. of a tincture to produce permanent cloudiness therein. Carlinfanti believes that the fact that Barbieri's tincture mixed clear with water was due to Barbieri's using an ether containing water which dissolved some of the substances that gave rise to clouding, but this is as yet an unproven hypothesis.

Carlinfanti strongly urges the use of petroleum ether, which is perfectly free from water and alcohol, as a means of removing the oil from strophanthus seeds, inasmuch as petroleum ether does not remove even a trace of active substance from the drug.

THE CARING FOR AND DISPENSING OF LIME WATER.<sup>1</sup>

BY B. E. PRITCHARD,  
McKeesport, Pa.

It was formerly the custom in my store to carry the surplus stock of liquor calcs in numerous 1-gallon jugs, while, for dispensing purposes a broad lipped gallon bottle was used. Each time a portion was withdrawn the remainder was left in a more or less turbid condition, and if a second demand came soon after there was a problem as to how to dispense a clear liquid, as required by the Pharmacopœia.

It also occasionally happened that in the multiplicity of jugs the last full one was emptied into the dispensing bottle without making a note of it and the fact forgotten until the bottle would again need refilling, when the painful discovery would be made that we were out of stock. In certain seasons of the year the latter condition would be somewhat in the nature of a catastrophe, for the reason that it would be difficult, even at times next to impossible, to get hold of a good piece of quick lime, if there chanced to be no building or plastering being done anywhere in the vicinity. I do not know whether my experience has been unique or whether others have had similar trouble.

I endeavored on one occasion to prepare for such an emergency by securing from my jobber a pound can of prepared oyster shell lime, which kept pretty well in a ground stoppered bottle, but I could never succeed in obtaining another, although I sent in repeated requisitions for it.

So much by way of prologue. Things are different now.

I had at some time bought a 5-gallon bottle of some pharmaceutical preparation, and after it had been emptied of its contents that bottle stood about in the way for several months. One day the bright idea presented itself to utilize that bottle for making and storing lime water in. And that idea had a twin in another illuminated thought that by the exercise of a little ingenuity on the part of a clerk in my employ who is somewhat of a genius with tools (I am not guilty to any alarming extent of the possession of that quality myself; in fact, about the only manner in which I figure in this whole transaction is in the telling of this story) that once despised bottle could be made over into a dispensing apparatus and become a useful member of society. I am happy to be able to certify that for the past year it has been a source of untold satisfaction.

A small hole was drilled in the side of the bottle close to the bottom. The drilling of this hole was the greatest difficulty to overcome, but with a judicious mingling of care, patience, a machinist's steel piercing drill and a little turpentine that difficulty was surmounted.

The next move was to pierce a hole in a large, perfect cork and insert therein a neat little brass faucet, to the inner end of which, by use of a sleeve cut from a piece of rubber tubing, a glass tube was attached of sufficient length to extend several inches into the bottle.

The lime water, made after the regular U. S. P. process, was then put into the bottle, first, of course, inserting a cork into the small air hole previously referred to. The cork with the faucet inserted was then pushed firmly into the mouth and the bottle, inverted, placed in a position prepared for its reception by boring a hole in a stout shelf. Around the body of the bottle a strap was placed, fastened at each end to the back of the shelf to hold the apparatus firmly in its place.

The undissolved lime settles into the neck and shoulders of the bottle and the glass tube extends up through it into the clear liquor.

When lime water is to be dispensed the cork is removed from the air hole, the faucet opened and there is no disturbance of the liquid; there is never any worry over finding an opaque liquid when a customer calls, and, furthermore, there is no chance to fail to note when the stock is running low.

And now we feel that we have solved one of the many annoying problems that confronts the pharmacist in his daily struggle against the difficulties that fate seems to have taken especial pains to scatter in his pathway.

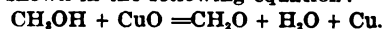
<sup>1</sup> Read at the Bedford Springs meeting of the Pennsylvania Pharmaceutical Association.

THE DETECTION OF METHYL ALCOHOL IN LIQUIDS CONTAINING ETHYL ALCOHOL.<sup>1</sup>

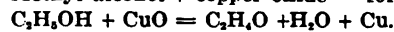
BY DR. JOSEPH KAHN,  
New York.

The tests for methyl alcohol in liquids containing grain alcohol are not wholly satisfactory, the results being often contradictory. The test here described is a simple one which has given satisfactory results in the hands of the operator.

The test depends upon the oxidation of the mixed alcohols (methyl and ethyl) to their corresponding aldehydes (formic and acetic) by the action of heated metallic copper, and the detection of any formaldehyde formed by the appearance of a violet-blue coloration with milk and commercial sulphuric acid. Upon the application of heat the copper is transformed into copper oxide, the alcohols in turn being converted to aldehydes, as shown in the following equation:



Methyl alcohol + copper oxide = formaldehyde.



Ethyl alcohol + copper oxide = acetic aldehyde.

The method of performing this test, which has yielded the best results in my hands, is as follows:

Take 0.5 Cc. to 1 Cc. of the suspected spirit and dilute with water to make the liquid measure 5 Cc.; pour the mixture into a long test tube and warm gently. A copper wire spiral heated to redness in a flame free from soot is immersed in the liquid so as to reach to the bottom of the test tube, this treatment with the red hot copper spiral being repeated several times. Three to 5 Cc. of milk and a few drops of a dilute solution of ferric chloride are then added. This is then poured carefully into a second test tube containing a few cubic centimeters of commercial sulphuric acid in such a way that the liquid will float upon and not mix with the acid. The tube is allowed to stand for three minutes and then slowly rotated.

If methyl alcohol is present its presence is indicated by the production of a violet-blue zone at the line of contact of the two liquids.

Acetaldehyde gives no violet-blue coloration. Certain other substances appear to yield the violet color, but these are never present in the substances used for denaturing.

## TO GUARD AGAINST A POSSIBLE SOURCE OF ERROR.

As milk very often contains formaldehyde as a preservative or salicylic acid, used for the same purpose, the milk must be tested with ferric chloride and sulphuric acid, as described above, before the test for wood alcohol is applied. If no violet coloration is produced upon the application of the ordinary test for formaldehyde the milk may be used as a reagent in this test.

Although not always necessary, it will be found advisable to apply the test to a distillate of the suspected solution.

## The Detection of Methyl Alcohol.

The *New York Medical Journal* for June 10 contains an article by Dr. Heyward Scudder in which he reviews the tests for the detection of methyl alcohol, and gives the essential features of the classical test devised by himself and Dr. Mulliken. Scudder and Mulliken's test provides for the oxidation of methyl alcohol to formaldehyde by a heated copper spiral and the detection of the formaldehyde by resorcin in the presence of concentrated sulphuric acid. Strong alcoholic solutions should be diluted with three volumes of water before oxidation. After oxidation one drop of a ½ per cent. solution of resorcin is added and the mixture is poured down the side of a test tube containing about 2 Cc. of concentrated sulphuric acid, held in a slanting position so that the solution does not mix with the acid, but rests on top of it. In the presence of formaldehyde a ring, white at first, then red, forms at the junction of the two layers. If more than a trace of formaldehyde is present, on gentle shaking flocks of a characteristic red color appear through the upper layer. Acetaldehyde, the oxidation product of ethyl alcohol, gives a ring and flocks of a yellow or brown color when similarly treated.

<sup>1</sup> Presented at the twenty-seventh annual meeting of the New York State Pharmaceutical Association, Saratoga Springs, June 28, 1905.

Dr. Scudder says that no test dependent on the formation of an odor or of a color, can be relied on under all circumstances. This fact, of common knowledge, is usually forgotten even by chemists of considerable experience. Tests in ordinary use are devised for special cases where only a limited number of foreign compounds are present, and may fail entirely if any other compound is present. In medical work the best known instance of this is the effect of drugs and of compounds formed pathologically in the tests for albumin and sugar in urine.

To be certain that any particular compound is present it is necessary, after making a color or odor test, to isolate the compound in a fairly pure state and form some derivative of it that has a definite melting point or boiling point. The combination of these two tests gives cumulative evidence of great value.

But in cases of daily occurrence, as in this test for methyl alcohol, it is possible to be quite sure of a test if certain precautions are taken to remove compounds that might interfere. In testing for methyl alcohol the chief compound that gives trouble is ethyl alcohol. All the tests recognize this fact and various methods are adopted to prevent its interfering. In a wine or liquor there may be a number of other compounds that will render any particular test useless. The removal of such compounds is often a matter of great difficulty.

### Radiobes.

The London *Chemist and Druggist* has the following to say of Professor Burke's experiments leading to the discovery of the so-called radiobes: Mr. J. B. Burke, of the Cavendish Laboratory, Cambridge, has been working for the last ten years on the subject of phosphorescence. Pflüger's assertion that the phosphorescence of cyanogen has the elements of life first led Mr. Burke on the train of his researches. "If," he argued, "cyanogen is a living thing it ought to grow in culture media." The experiments in this direction were, however, negative. Observing that radium and cyanogen have several properties in common—they are highly excitable, and contain a vast store of energy, different, however, in magnitude—experiments were tried with radium. Sterilized bouillon and radium were placed in a test tube, and in a day or two cultures were obtained. Subcultures were next made, but they did not grow as subcultures should. The cultures are, moreover, soluble in water, while bacteria are not, and, as the cultures subdivide on reaching a certain size they are not crystals. "Possibly," Mr. Burke says, "they are a primitive form of life," and tentatively he names the cultures "radiobes." The theory amounts to a kind of spontaneous generation. It is proposed to carefully prepare some tubes of bouillon, but instead of using radium, as in the experiment, to employ earth. The tubes will be deposited with some public body, with instructions that they be tested at intervals of hundreds or thousands of years to see if the radioactivity of the earth has given birth to any radiobes. It is as well to refrain from criticism until the whole complete account of Mr. Burke's research is available, but he claims that the radiobes exactly fulfill Herbert Spencer's definition of life: "The continuous adjustment of internal to external relations and the consistent emphasis on the need of adapting the organism to its environment."

### The Decomposition of Saccharin Tablets.

Koehler, of Geneva, in a recent number of *Pharm. Zeit.*, March 18, 1905, maintained that the sweetness of saccharin tablets gradually disappears as the result of the formation of ammonium orthosulphobenzoic. His article was abstracted some time ago in our department of "Cream of Current Literature." The author named bases his assertion chiefly upon two experiments—viz., the saponification of the ethyl ester of orthosulphaminobenzoic acid, by boiling in caustic soda solution, whereby he obtained only 79.9 per cent. of the theoretical amount of saccharin, and the boiling of a saccharin solution for nine hours with an excess of commercial sodium bicarbon-

ate, which gave only 85.5 per cent. of the amount of saccharin contained originally in the solution.

Koehler furthermore claims to have isolated sulphobenzoic acid, an odorless and tasteless substance, which crystallizes in white needles upon evaporating to dryness and extracting with alcohol the precipitate obtained in the second experiment. He recommends a method of analyzing old saccharin tablet, consisting of extracting them with boiling absolute alcohol, and of determining the sulphur in the residue from the alcoholic extract. The amount of saccharin is then to be calculated from the sulphur which exists in the form of sulphobenzoic acid in the tablets.

An answer to the allegation of Koehler was recently made by the manufacturers of saccharin tablets (*Pharm. Zeit.*, April 18, 1905). The manufacturers state that they did not find any deterioration in the sweetness of the tablets even after these had been kept for years, and that they had not received any complaints from pharmacists as to any change in the strength of the tablets. The only disadvantage of the older tablets as compared to the fresh product is that as the result of the loss of carbon dioxide the tablets gradually lose their friable character and become hard, so that they do not dissolve so easily in water. The manufacturers claim that Koehler's experiments do not prove anything. It is a well known fact that saccharin gradually decomposes upon heating for a considerable time in watery alkaline or acid solutions. Even a small amount of carbon dioxide will decompose it. It is therefore not surprising that Koehler obtained less saccharin in his two experiments than he would have expected theoretically.

An important point made by the manufacturers is that the experiments do not prove that old saccharin tablets show the same deterioration as has been indicated by Koehler, for the two elements necessary for the decomposition of saccharin—namely, water and heat, are absent when the tablets are kept with ordinary care, as no one would think of keeping them in a warm, moist place. Should decomposition take place in the tablets the excess of bicarbonate would produce a distinct odor of ammonia, which could be readily detected. Such an odor has never been observed and even the oldest tablets available showed very nearly the theoretical amount of saccharin which they were supposed to contain when dissolved in water and precipitated and extracted with ether. The manufacturers therefore insist that saccharin tablets do not lose their sweetness and that they contain their original amount of saccharin even after a long period.

### British Sheep Dips.

United States Consul Mahin, Nottingham, England, states that the British Board of Agriculture, through a recent order, requires the use of only such sheep dips as it shall first approve. The order contains the following three prescriptions for officially approved dips, which farmers may make for themselves:

#### LIME AND SULPHUR.

Mix 25 pounds of flowers of sulphur with 12.5 pounds of good quicklime. Triturate the mixture with water to a smooth cream and transfer this to a boiler of 20 gallons capacity. Make up the volume with water to 20 gallons, boil and stir during half an hour, when the liquid should have a dark red color. If yellowish, continue the boiling until the dark red color is obtained, keeping the volume at 20 gallons. When the liquid has cooled decant off from any small quantity of insoluble residue and make up the volume to 100 gallons with water.

#### CARBOLIC ACID AND SOFT SOAP.

Dissolve 5 pounds of good soft soap, with gentle warming, in 3 quarts of liquid carbolic acid (containing not less than 97 per cent. of real tar acid). Mix the liquid with sufficient water to make 100 gallons.

#### TOBACCO AND SULPHUR.

Steep 35 pounds of finely ground offal tobacco in 21 gallons of water for four days. Strain off the liquid and remove the last portions of extract by pressing the residual tobacco. Mix the whole extract and to it add 10 pounds of flowers of sulphur. Stir the mixture well to secure an even admixture and make up the total bulk to 100 gallons with water.

Other dips may be used if approved by the board. The time of immersion recommended, in the use of the three dips, is not less than half a minute, but a much longer time would seem to be necessary to reach eggs and insects concealed near the roots of long fleeces or under hard scabs.

EHRlich's SIDE CHAIN THEORY OF IMMUNITY.<sup>1</sup>

By MILTON J. ROSENAU,

Passed Assistant Surgeon, Director Hygienic Laboratory, Public Health and Marine Hospital Service.

Ehrlich's side-chain theory is a brilliant chemical conception, giving the only satisfactory explanation of many of the phenomena concerned in immunity. In one sense it has been likened to Weigert's teachings of inflammation and the process of repair in so far that cognizance is taken of nature's prodigality. For instance, a much larger amount of material is thrown out than necessary to repair a wound. So, too, in antitoxic immunity a much larger amount of antitoxin is produced than necessary to neutralize the toxine.

In Ehrlich's conception the fundamental processes of immunity reside in the cells of the body. These cells are attacked by the poison and if not destroyed are stimulated into the overproduction of "antibodies" capable of combining with and neutralizing the poison.

Just what cells of the body play the most important role in the production of immunity is not exactly clear. It may be, as Ehrlich supposes, that this power resides in any organ or tissue.

In Metchnikoff's theory of phagocytosis the free ameboid cells of the body play the all-important role. It is the macrophages and microphages seeking food that engulf and destroy the bacteria. In the process of digesting the bacteria the cell secretes the enzymelike substance which has the power of neutralizing the bacterial poisons.

It is surprising that the nutrition and metabolism of the cell lie at the foundation of two such divergent theories as Metchnikoff's and Ehrlich's.

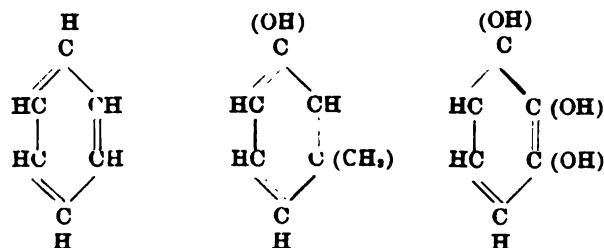
According to the former it is the physical movements of the ameboid cell searching for food, which, by a process known as phagocytosis, takes the bacteria into its protoplasm, forms a digestive vacuole around it, and then excretes the enzymelike substances (cytase<sup>2</sup>) useful in protecting the organism against the soluble poison of the bacteria.

According to Ehrlich the hungry protoplasm of any cell, with its complicated molecule having side chains of various combining affinities ready to unite with suitable food molecules brought to it by the blood and body juices, lies at the foundation of his explanation of the chemical production of the antitoxin. It is strange that the same combining affinity should exist between the protoplasm of the cell and the proteid molecules that furnish it food as between the cell protoplasm and the toxines<sup>3</sup> of the bacterial poisons.

In considering Ehrlich's side-chain theory it is necessary to disregard the microscopic structure of the cell and to think of the protoplasm as consisting of living molecules of extraordinary chemical complexity. The molecule of protoplasm has a central "nucleus" with "side chains," "lateral chains," or

"bonds," of varying combining capacities. These "side chains" serve to bind the molecule to other molecules having proper combining affinities.

This arrangement of molecules with side chains is a well-known occurrence in organic compounds. The benzol ring forms one of the best and simplest examples.

Benzol C<sub>6</sub>H<sub>6</sub> Metacresol C<sub>6</sub>H<sub>4</sub>(CH<sub>3</sub>)(OH) Pyrogallol C<sub>6</sub>H<sub>3</sub>(OH)<sub>3</sub>

By replacing one of the H atoms in the benzol ring with the methyl radical (CH<sub>3</sub>) we have toluol; by replacing one of the H atoms with the hydroxyl group (OH) we have phenol; by substituting two hydroxyl groups we have resorcin, etc.; three, pyrogallol, etc.; by substituting one hydrogen atom of the ring with the hydroxyl radical and another one with the methyl radical we have the cresols.

These simple illustrations from well known organic compounds illustrate the central molecular mass of atoms with its side chains and combining affinities, to which the molecule of protoplasm is likened.

In applying this analogy to the molecule of protoplasm the name "receptor" is given these side chains, or secondary atomic complexes of the molecular group. Contrary to the simple analogies above given each molecule of protoplasm has many different kinds of receptors, as shown by the schematic diagram in Fig. 1a. These receptors have a specific affinity for the molecules of food, and also combine with the toxic molecules.

The toxin molecule, according to Ehrlich, consists of two important parts. One is known as the toxophore group, the other as the haptophore group.

The toxophore group of the toxin is that portion of the molecule which exerts a poisonous effect upon the protoplasm of the cell. This group is less stable than the haptophore group.

The haptophore group is the seizing or combining portion of the toxin molecule (ἀπτεω, to seize or attack.) The haptophore group of the toxins have specific combining affinities for the receptors of certain cells, which in part explains the selective action of these poisons.

Toxines, such as diphtheria toxine, gradually diminish in toxicity, but retain the same power of chemical combination with the antitoxin. This phenomenon is explained by the formation of toxoids.

Ehrlich inferred the presence of the toxoid from the following experiment: He had a toxine which required 0.003 c. c. to kill a guinea pig. After nine months this poison weakened, so that it required three times as much; that is, 0.009 c. c. to kill a guinea pig. Nevertheless, the combining power of the toxine for antitoxin remained the same.



Fig. 1a.—The Cell with its Various Combining Groups or Side Chains, Known as Receptors. Various Toxines Are Shown Having Specific Affinity for the Proper Shaped Receptors.

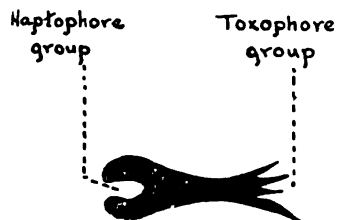


Fig. 1b.—The Toxin Molecule; Showing the Haptophore (Combining) Group, and the Toxophore (Poison) Group.

<sup>1</sup> From Bulletin No. 21 of the Hygienic Laboratory of the Public Health and Marine Hospital Service of the United States.

<sup>2</sup> Ehrlich: Die werthbemessung des Diphtherieheilserums und deren theoretische Grundlagen. *Klin. Jahrb.*, Jena, v. 6 (2), 1897, pp. 299-326.

Ueber die constitution des Diphtheriegiftes. *Deut. med. woch.*, Leipzig, v. 24 (38), 1898, pp. 597-600.

<sup>3</sup> Croonian lecture. On immunity with special reference to cell life. *Proc. Roy. Soc., London*, v. 66, pp. 424-448, pls. 6-7.

<sup>4</sup> Metchnikoff, Elie: L'immunité dans les maladies infectieuses. Paris, 1901. 45 figs., 600 pp.

<sup>5</sup> Macrocytase, microcytase, philocytase.

<sup>6</sup> I have made a distinction in this bulletin between "toxine" and "toxin." Some confusion arises in the literature for want of two words to represent two separate substances. The diphtheria poison contained in the toxic broth was first called "toxine," usually "toxin." It is now often spoken of as the "diphtheria poison." This filtered broth, containing a number of poisonous substances, I have called the toxine. I have restricted the name "toxin" to the most important constituent of the toxine. The toxin, as will be found later, is only one of several allied poisons found in the toxine.

<sup>7</sup> Ehrlich: Die werthbemessung des Diphtherieheilserums und deren theoretische Grundlagen. *Klin. Jahrb.*, Jena, v. 6 (2), 1897, pp. 299-326.





Fig. 1c.—The First Stage of Antitoxin Formation; a Toxin Molecule Anchored to a Receptor.

phore group. In the body the latter unites chemically with the receptors of the cells.

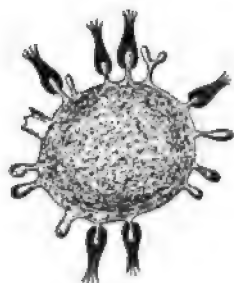


Fig. 1d.—The Second Stage; Continued Stimulation Causes a Reproduction of Receptors.

haptophore group. All the combining affinities of the toxin are thus satisfied or saturated, so that the toxin is no longer able to unite with the receptors still attached to the cell, and this poison is thus rendered harmless.

It is of the greatest practical importance to know from what organs or tissues the receptors derive their origin.

It is by no means a necessary corollary of the side chain theory, as is often supposed, that the receptors are found only in those organs upon which the poisonous effects of a toxine are particularly manifested. On the contrary, Ehrlich and Morgenroth believe that receptors capable of combining with the toxine are produced in many different parts of the body, especially in tissues and organs having the power of anchoring the toxine without causing serious poisonous effects.

The connective tissue is believed to be especially rich in receptors, evidenced by the local reaction caused by the subcutaneous inoculation of diphtheria toxine, ricin, abrin and similar poisons. In fact, one would not be far wrong in assigning a particular significance, in the production of receptors, to just those organs which show unimportant vital response, because in such tissues the injurious effects of the toxophore group are absent or of such diminished importance that the regenerative powers of such tissues are not retarded.

The presence or absence of receptors capable of binding the toxine, as well as their number and distribution, are factors which determine the

susceptibility of different species of animals against the various toxines. These factors also determine the individual variations in the susceptibility to poisons and further explain the instances of natural immunity to toxines.

An example is given by Sachs,<sup>9</sup> who studied the reaction of guinea pig blood against "arachnolysin," a toxine found in spiders. In this case the complete immunity of the red blood cells of the guinea pig against arachnolysin is accounted for by the entire absence of the proper receptors, while the susceptibility of the red blood cells of the rabbit to very small quantities of this poison is accounted for by the strong combining affinity which exists between these cells of the rabbit and the arachnolysin.

In some cases the production of receptors may apparently be traced in the development of certain species. Cannus and Gley<sup>10</sup> have followed the development (?) of the receptors in the red blood cells of the rabbit toward the hemolysin found in eel serum. Young rabbits are much less susceptible to this poison than adult rabbits, which is accounted for by Ehrlich as being due to a gradual development of the receptors having proper combining affinities for the hemolysin found in the eel serum.

The union between the receptor of the cell and its poison is not always a direct one, as described above, but sometimes takes place through the intervention of a second body, known variously as the amboceptor, zwischkörper, immune body, sensitizer, fixative, preparative, desmon, etc.

This order of immunity is particularly evident in the poisons that have a lytic or dissolving action upon bacteria or the cells of the body, such as the bacteriolysins, hemolysins, and other cytotoxins. These poisonous bodies are believed by Buchner to be a ferment, and are usually spoken of as the "complement," but also as the "alexin" (Buchner) or "cytase" (Metchnikoff).

One of the remarkable facts connected with the phenomena of the lytic poisons is that the poison itself, usually called the complement, is normally present in the blood. The complement has less resistance to heat than the intermediary body, and is therefore spoken of as being thermolabile.

According to Ehrlich's theory, immunity can only be obtained against the intermediary body, which is believed to be specific. This intermediary body has a greater resistance to heat than the complement—that is, it is relatively thermostable.

Ehrlich compares the intermediary body with diazo-benzaldehyde, which by means of its diazo group is capable of combining with a series of bodies, such as aromatic amines, phenols, keto-methyl bodies, etc., while by means of its aldehyde group it may combine with a different series, such as the hydrazins, ammonia radicals and hydrocyanic acid. Phenol and hydrocyanic acid will not directly combine, but with diazo-benzaldehyde acting as an intermediary body, these two substances can be brought into combination. Pushing this comparison further, we may say that the aromatic body, or the phenol, represents a constituent of the blood corpuscle. The diazo-benzaldehyde is the intermediary body, while the poisonous hydrocyanic acid constitutes the complement.<sup>10</sup>



Fig. 1g.—The Neutralization of a Toxin by Antitoxin; the Free Receptors in the Blood Have United with the Toxin = Antitoxic Immunity.



Fig. 1h.—The Second Order of Immunity, Showing the Complement and Immune Body.



Fig. 1i.—The Third Order of Immunity, Showing an Immune Body Having Two Affinities.

Fig. 1f.—Fourth Stage; the Receptors Have Left the Cell and Float Free in the Blood = Antitoxin.

<sup>9</sup> Ehrlich, P., and Morgenroth, J.: Wirkung und entstehung der aktiven Stoffe im Serum nach der Seitenkettentheorie. Handbuch der pathogen Mikroorganismen, W. Kollé and A. Wassermann, Jena, 1904.

<sup>10</sup> Sachs, Hans: Hofmeisters Beitr., bd. 2, h. 1-3.

<sup>11</sup> Quoted by Ehrlich, loc. cit.

<sup>12</sup> Vaughan and Novy: Cellular toxins, 1902, p. 131.

Welch<sup>14</sup> very ingeniously extended Ehrlich's conception of immunity to the bacterial cell. According to Welch's views the bacterial cell has the same power of defensive action against the poisons produced by the cells of higher animals that they have against the toxic products of the bacteria.

In other words, there is a chemical battle. Both the bacterial cell and the body sell excrete poisonous substances against each other, and both in turn are building up a chemical defense against the action of these respective poisons.

#### Powdered Extract Licorice.

Samples of powdered extract of licorice have been submitted to the Committee on the Drug Market of the American Pharmaceutical Association for report. It was stated that they had been condemned by the Board of Health as not pharmacopœial.

The committee states that there is no pharmacopœial standard for powdered extract of licorice. It is not official. The pharmacopœia recognizes commercial extracts of licorice of which not less than 60 per cent. should be soluble in water. It does not define or describe the 40 per cent. insoluble matter. It can consist of any inert matter. The pharmacopœia does not even impose any requirements as to the character of the matter soluble in water. It does not state whether 60 per cent. of soluble matter in the commercial stick extract shall be estimated by evaporating the aqueous solution, or whether 40 per cent. insoluble matter shall be left. The stick extract often contains 17 per cent. of moisture and over 25 per cent. of insoluble matter. The pharmacopœia also has an official pure extract of licorice made by extracting licorice root with a mixture of ammonia and distilled water. This pure extract has no standard. It is assumed that a product made by the process furnished will be fairly uniform. In percolating the drug a small percentage of the natural licorice starch may be mechanically carried forward and retained by the extract. This is so small a portion that it does not affect the value of the extract.

To learn the actual possibility of the retail trade finding in the open market any better products than those condemned as adulterated we obtained samples from all the leading sources of supply. Nos. 1, 4 and 5 probably furnish three-fourths of all used in the United States. They each show unbroken granules of licorice starch and corn starch. In the remaining samples are products from the leading manufacturing and wholesale houses of the United States. All of the twelve show starch with iodine. Ten of the twelve show unbroken starch granules, two of licorice starch only, and eight of corn starch and licorice starch.

The following table gives results of examination:

| No. of sample. | Insoluble residue. Per cent. | Residue from aqueous solution. Per cent. | Water by difference. Per cent. | Loss at 100° C. Per cent. | Unbroken licorice starch granules. | Corn starch granules. | Iodine solution shows starch. |
|----------------|------------------------------|--|--------------------------------|---------------------------|------------------------------------|-----------------------|-------------------------------|
| 1              | 27                           | 61.7                                     | 11.13                          | 8.5                       | yes                                | little                | yes                           |
| 2              | 33.5                         | 56.5                                     | 10                             | 5.7                       | yes                                | little                | yes                           |
| 3              | 34                           | 55.5                                     | 10.5                           | 6.3                       | yes                                | much                  | yes                           |
| 4              | 34.3                         | 57.5                                     | 8.2                            | 6                         | yes                                | little                | yes                           |
| 5              | 33.9                         | 58                                       | 8.1                            | 6                         | yes                                | much                  | yes                           |
| 6              | 34.3                         | 56                                       | 9.7                            | 6.8                       | yes                                | no                    | yes                           |
| 7              | 19.5                         | 71                                       | 10.5                           | 7.5                       | no                                 | no                    | yes                           |
| 8              | 23.2                         | 64                                       | 10.8                           | 6                         | no                                 | no                    | yes                           |
| 9              | 20                           | 69.5                                     | 10.5                           | 10.5                      | yes                                | much                  | yes                           |
| 10             | 18                           | 74.5                                     | 7.5                            | 6.9                       | yes                                | no                    | yes                           |
| 11             | 24                           | 64                                       | 12                             | 7                         | yes                                | little                | yes                           |
| 12             | 23                           | 70                                       | 7                              | 6                         | yes                                | much                  | yes                           |

It would seem to be extremely unjust for druggists to be accused of selling adulterated drugs because they dispense powdered extract of licorice containing starch, added to prevent its cohering, particularly as there is no recognized standard for the product.

The imports of drugs and chemicals into the port of Santa Marta (Colombia) during 1904 amounted to 11,451 kilos., of which 11,214 kilos. were from the United States and the remainder from the United Kingdom.

<sup>14</sup> Welch, William H.: The Huxley lecture on recent studies of immunity with special reference to their bearing on pathology. Bull. Johns Hopkins Hosp., Balto., v. 13 (141), December, 1902, pp. 285-299.

#### A New Vessel for the Preparation of Infusions and Similar Pharmaceutical Manipulations.

A pharmacist in Dahlen, Saxony, has invented a new form of infusion pot with double walls, which is so constructed that one can pour out the infusion without removing the water that serves to keep the fluid hot. The vessel is illustrated herewith. A very small quantity of heating fluid is sufficient, therefore, to keep the contents of the infusion pot hot. These vessels may also be used for sterilization as well as for hot air baths, etc., by employing petrolatum, oil or glycerin between the walls of



A New Form of Infusion Mug.

the pot. A hot air bath can be best arranged by filling the inner pot with glycerin. These vessels may also be used for boiling any fluid or for any fluids that are usually boiled upon the water bath or in the steam boiler.

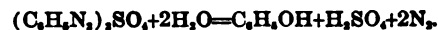
#### Phenol.

Carbolic acid is in a commercial way derived almost exclusively from the tar produced in the manufacture of coal gas. When fractionally distilled, coal tar yields at temperatures between about 170 and 230 degrees C. an oil slightly heavier than water, which contains the bulk of the carbolic acid present. This "heavy oil" is treated with weak soda lye, and the aqueous liquid, containing sodium phenate, removed. This is decomposed with sulphuric or hydrochloric acid and the resulting phenol purified by repeated distillation.

Phenol is also prepared synthetically from (1) benzine and (2) aniline oil, a high degree of purity being claimed for the varieties so manufactured. (1) Benzine is treated with sulphuric acid and the benzine-sulphonic acid so produced fused with excess of caustic potash. Phenol is then liberated from the potassium phenate formed with sulphuric acid.



(2) Pure aniline oil is dissolved with excess of sulphuric acid and sodium nitrite added. Diazobenzene sulphate is formed, which, when diluted with water and boiled, yields phenol.



At the present time synthetic carbolic acid is more expensive than the coal tar product—about twice the price of ordinary "absolute phenol."

Though commonly termed an acid, owing to the readiness with which it combines with alkaline hydroxides, phenol has the constitution of an alcohol. Its acidic character is due to the electro-negative influence of the phenyl group, whereby such electro-positive elements as sodium or potassium are attracted into combination in displacement of hydrogen. This action of the phenyl group is not sufficiently marked, however, to displace the carbonic group of sodium carbonate, itself strongly electro-negative, nor can it retain sodium in combination as sodium phenate in the presence of carbon dioxide, which is to say that carbon dioxide decomposes sodium phenate with formation of sodium carbonate and phenol.—*Pharmaceutical Journal*.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**Determination of Cane Sugar in Condensed Milk.**—F. Watts and H. A. Tempany (*The Analyst*, 1905, 30, 119), state that the method of Stokes and Bodmer gives results that are too low, owing to the retarding influence of some constituent of the milk on the inversion of the sugar. If, however, the milk, diluted till the liquid contains between 5 and 10 per cent. of cane sugar, be boiled for 40 minutes instead of 10 minutes with citric acid correct results are obtained.

**Strength of Commercial Phenol Solutions.**—The label "95 per cent. Carbollic Acid Solution" as used by chemical manufacturers means that the solution contains only 95 per cent. of the U. S. P. crystals. Now since crystalline carbollic acid may contain only 96 per cent. absolute phenol and still be up to U. S. P. requirements, it is pointed out by Chas. E. Vanderkleed that a "95 per cent. solution," so-called, may contain only 91.2 per cent. of absolute phenol.

**Determination of Salicylic Acid in Foodstuffs.**—According to F. T. Harry and W. R. Mummery (*The Analyst*, 1905, 30, 124, through *Pharm. Jour.*), the colorimetric determination of small quantities of salicylic acid presents difficulties when tannic acid is present. The following method takes advantage of the insolubility of lead tannate and the solubility of lead salicylate in caustic alkalies: 50 Gm. of the sample is mixed with a little water, 15 Cc. or 20 Cc. of strong solution of lead subacetate added, and then 25 Cc. of roughly normal soda. With this 15 Cc. to 20 Cc. of roughly normal hydrochloric acid is mixed, and the whole made up to 300 Cc.; 200 Cc. is filtered off, acidified with hydrochloric acid, refiltered if necessary, extracted three times with ether, and the salicylic acid determined in the usual way. Different samples require different treatment with regard to the quantity of lead subacetate and alkali to be used, which can be judged by practice.

**Disinfecting Catgut with Benzol.**—Beidler (*Journ. Pharm. Chim.*, through *Pharm. Jour.*, 1905, 21, 496) says the catgut, wound on glass reels, is introduced into a copper bomb, fitted with a screw cap, which contains pure crystallizable benzol. After securing the cap, the bomb is heated in an autoclave for twenty minutes, then cooled. The reels of catgut are then removed, placed in separate flasks, which are then immersed, uncorked, in a fresh bomb of benzol. This is heated, as before, in the autoclave, the temperature being gradually raised until a pressure of two atmospheres is obtained. The apparatus is then allowed to cool down. When the bomb is cold the screw cap is removed and the orifice plugged with wool, through which a syphon is passed, and the greater part of the benzol is syphoned off. The rest is evaporated, without removing the wool plug, on the water bath. When the benzol has been driven off alcohol (70 per cent.) is syphoned into the bomb. After macerating for a time the flasks are withdrawn by means of a sterilized forceps, and corked. After this maceration the gut regains its suppleness and elasticity, while its breaking strain remains the same before and after sterilization.

**Note on the Assay of Sandalwood Oil.**—Charles E. Vanderkleed, of Mulford's laboratory, states that two errors occur in the method for determination of santalol as given in the English translation of Gildmeister and Hoffmann's "Volatile Oils." In the formula for the calculation the factor 0.42 should be 0.042, and normal alcoholic potash solution should be used for the saponification, instead of aqueous potash. An error also occurs in Schimmel's semiannual report, April, 1897, from which this method, as given in "Volatile Oils," is taken. There glacial acetic acid is directed, instead of acetic acid anhydride. An improvement over the method of washing the acetylated oil with water and soda solution has been proposed by Wielen (*Chemiker Zeitung*), which consists in substituting 10 per cent.

sodium chloride solution for the water. Not only is much time saved on account of the rapidity with which the oil separates from the heavier aqueous layer, but an accurate assay can be made, using only 5 Cc. of the sandalwood oil, instead of 20 Cc. as directed by the method in "Volatile Oils," there being almost no loss of oil by emulsification. The use of 10 per cent. sodium chloride solution for washing the acetylated oil can be applied with equally good results in the assay of peppermint oil for menthol.

**Method for Assay of the Emodine-Yielding Drugs: Cascara Sagrada, Buckthorn Bark, Senna and Rhubarb.**—The following is a modification of Dohme and Engelhardt's method, based upon the investigations of A. Tschirch: Heat 10 Gm. finely powdered drug with four successive portions of 2 per cent. alcoholic potash, under a reflux condenser. Pour off the successive alcoholic extracts through cotton into a graduated cylinder. Take one-half of the mixed solution (representing 5 Gm. drug) and evaporate it to dryness on water bath. Take up the residue with water, transfer to a separator, make decidedly acid with 10 per cent. sulphuric acid, and shake out the mixture, precipitate and all, with three or more portions of ether. Evaporate the ethereal solutions to about 25 Cc., add an equal volume of stronger ammonia water and continue evaporation until all the ether has been dissipated and the solution no longer has a strong odor of ammonia. Now add an equal volume of 10 per cent. sulphuric acid and warm for 15 minutes on water bath. Cool, filter into separator. Return filter to beaker, cover with about 10 Cc. more of 10 per cent. sulphuric acid and warm again for a few minutes. Cool, filter into the separator and wash the filter with water until washings are colorless. Shake out with four or more portions of ether, evaporate in a tared flask, dry at 80 to 90 degrees C. and weigh. According to Charles E. Vanderkleed, who contributes this note from Mulford's laboratory, cascara bark should yield from 2 to 3 per cent. emodine by this method, buckthorn bark at least 1.25 per cent., senna 0.75 per cent., and rhubarb 1.25 per cent.

**Estimation of Alkaloids.**—Dragendorff's well-known alkaloidal reagent, potassium bismuth iodide, is better known in this country as Thresh's reagent. It is made by dissolving 80 Gm. of bismuth subnitrate in 200 Gm. of 30 per cent. nitric acid and adding to this a concentrated solution of 272 Gm. of potassium iodide in water, allowing the potassium nitrate to crystallize out and diluting the clear solution to 1 liter. H. Thoms (*Berichte der Deut. Phar. Ges.*, 3, 85, through the *Chemist and Druggist*) reports on the utility of the reagent for the isolation and estimation of alkaloids, such as atropine, which undergo change by ordinary analytical methods. Following upon the report by Merck (*Berichte*, 1900), he treats a solution of 2 Gm. of, *e. g.*, belladonna extract in 50 Gm. of water with 10 Cc. of 10 per cent. sulphuric acid, and adds to this 5 Cc. of the Dragendorff's reagent. The precipitate is collected on a filter, washed twice with 5 Cc. of 10 per cent. sulphuric acid, and then transferred to a cylindrical shaking bottle. There are then added to this 0.3 Gm. of sodium sulphate, 30 Cc. of a 15 per cent. solution of sodium hydrate, the contents well shaken, and, lastly, 15 Gm. of common salt and 100 Cc. of ether are added, and the whole well shaken for three hours; 50 Cc. of the ethereal solution (= 1 Gm. of extract) is then pipetted off, excess of centinormal hydrochloric acid added, with iodeosin as an indicator, and triturated with centinormal soda. Thoms shows by experiments, which are recorded, that the alkaloid thus estimated in belladonna is really atropine. He proved this by taking a known amount of atropine, putting it through the process, and getting a yield of 97 to 98 per cent. of the theoretical amount.

**Identity Test for Tannoform.**—The following directions have been adopted for the new edition of the Netherlands Pharmacopœia (Supplement), according to *Pharmaceutisch Weekblad* (1904, No. 50): Tannoform should be soluble in an ammonia and soda solution with the development of a brown color. In sodium hydrate solutions it is soluble with a red color. If 1 decigramme of tannoform is mixed with 10 Cc. of water, and two or three drops of dilute hydrochloric acid, and if after a few minutes a few drops of ferric chloride solution are added, the fluid will assume a green color, which turns dark brown on the further addition of ferric chloride. If the filtrate be heated with silver nitrate and ammonia a reduction takes place, the substance assuming a dark color. If one part of tannoform be shaken with 100 Cc. of water and then filtered the filtrate should be neutral or only slightly acid, and on addition of nitric acid it should be clouded either by barium or silver nitrate. On incineration the drug should leave but slight traces of ash.

**Formic Acid as a Rejuvenator.**—Dr. Huchard, in a paper recently communicated to the Paris Academy of Medicine (*Répertoire de pharmacie*, 1905, 186), spoke very favorably of the virtues of formic acid as a restorative of muscular vigor. He recalled the fact that two hundred years ago formic acid had been employed as a remedy under the name of *eau de magnanimité*, and spirit of formic acid is still official in the German Pharmacopœia. In 1904 Dr. Clément discovered the tonic action on the muscles of this acid. Dr. Huchard has observed that this action makes itself felt on the unstriated as well as the striped muscles, and he believes that formic acid can be of real service in neurasthenia, diabetes and in the various states of adynamia and senile weakness. It can also be used to overcome fatigue on long journeys. Formic acid acts as a diuretic, its action being, however, inferior to that of theobromine, but it has the advantage of diminishing the quantity of albumin. It can therefore be employed in the treatment of arterial cardiopathies. It is not poisonous and does not irritate the stomach. Potassium formiate, which is perhaps more diuretic, is prescribed, but more often sodium formiate is used, the salt being administered in doses of 3 Gm. daily. Lithium formiate may also be prescribed, but in smaller doses (1 Gm. to 1.50 Gm. daily). The following is a good formula: Syrup of bitter orange peel, 200 Gm.; sodium formiate, 10 Gm.; dose, one tablespoonful three times a day. Usually this medicine is taken for ten days, with an intermission of six days, and so on for several weeks and even months. Dr. Huchard regards sodium formiate as the medicine of the future.

**An Interesting Incompatibility of Creosotal.**—Physicians who prescribe creosotal in mixtures continue to stumble upon incompatibilities giving rise to trouble at the prescription counter. A correspondent of the *Pharmazeutische Zeitung*, February 1, 1905, speaks of a prescription which called for 6 Gm. of creosotal, and enough extract of liquorice to make 60 pills. He used glycerin as an excipient, and after he had vigorously kneaded the rather troublesome and crumbling mass he perceived a rather empyumatic odor in the mass which could not be removed from his fingers for the next 24 hours. The pill-mass sweated an oil-like inflammable substance, and its consistence became progressively worse. Experiments with the same ingredients mixed in a different order showed that the creosotal and the powdered liquorice extract produced the reaction, while the other substances used in making the pills remained unaffected. The author does not attempt to determine the exact change which takes place, but hints that there may be a decomposition of the glycyrrhizin and a subsequent decomposition of the creosotal.

He suggests that, in spite of the directions in the Pharmacopœia to the contrary, one should always emulsify the required amount of creosotal or of creosote, as the case may be, with glycerin, and then only should add the extract of liquorice. In this way a homogeneous pill-mass can be turned out. If the directions of the official formula are followed the oil-like drops of creosote or of creosotal envelop the particles of glycyrrhiza and offer a certain amount of resistance to the penetration of the glycerin into the mass.

**The Different Kinds of Strophanthin.**—Thoms shows that there are a number of varieties of strophanthin, each of which differs from the others so much that they should be designated by letters. He proposes the name of G-strophanthin for the glucoside derived from *Strophanthus gratus*; the name of H-strophanthin for that taken from *S. hispidus*; that of K-strophanthin for that derived from *S. Kombé*, and the name of E-strophanthin for the glucoside taken from *S. Emini*. In 1898 Thoms isolated the glucoside of *S. hispidus* and found that it was an amorphous substance with a formula almost identical with that obtained from *S. Kombé*. In 1900 Feist isolated two classes of bodies from the plant, one of which he considered as false strophanthin or pseudo-strophanthin. According to Thoms the difference between the strophanthins derived from different varieties of the plant consists in a larger or smaller amount of water of crystallization and in the number of methyl groups in the molecule. Thoms isolated from *S. gratus* a glucoside of well defined properties and crystalline in character. This glucoside is absolutely identical with the ouabain of Arnaud; it is constant in composition and is soluble in 100 parts of water and 30 parts of alcohol. Thoms therefore suggests that the various kinds of strophanthin official in Pharmacopœias should be replaced by the strophanthin of *S. gratus*.

**Tests for Pharmaceutical Petrolatum.**—Paul Adam (*Journal de Pharmacie et de Chimie*, March 1) contributes an extensive study of the various petrolatums employed in pharmaceutical work and describes the method of testing these products. In addition to the true petrolatums which are obtained by heating in the air the residues of American petrolatum, after having distilled all the parts that boil above 360 degrees, there are also a series of artificial petrolatums composed of true petrolatum, petrolatum oil and paraffin, as well as more or less clumsy imitations which contain resinous, fatty or bituminous substances which are always acid in reaction. These last named preparations should never be used in pharmacies. It is quite easy to recognize them, although it is more difficult to distinguish good artificial petrolatum from the natural substance on account of the paraffin which the latter contains. In order to test petrolatum a sample of it should be shaken on the water-bath with an equal amount of neutral tincture of litmus. The resulting emulsion should not turn red. When heated in a capsule good petrolatum should entirely evaporate without giving off any acid vapors. If 5 Gm. of vaseline are heated with 20 Gm. of water containing 3 Gm. of caustic potash the filtered and acidified liquid should remain clear, even after cooling. When heated on the water-bath with sulphuric acid of a density of 1.50 the petrolatum should not change color. If 15 Gm. of petrolatum be shaken in a glass vessel with 10 Cc. of nitric acid of a density of 1.45 the rise of temperature which ensues should not exceed 2 degrees. With artificial compounds containing ceresine, fatty matters or bituminous substances the rise in temperature may amount to 30 degrees. These tests will suffice to distinguish a good article from those which should be rejected. It is more difficult to distinguish the natural petrolatum from mixtures of petrolatum, paraffin and liquid petrolatum. They may, however, be distinguished by means of the viscosity test. If a viscosimeter is not available an ordinary dropper may be used for this test. A test tube is selected of such a size that it can contain the dropper and a thermometer. At the bottom of this tube a copper spiral is placed, which should be of such a size that it supports the pipette without allowing its orifice to touch the bottom of the tube. The apparatus is then filled with a standard petrolatum of known purity. A thermometer is introduced into the tube and the latter is placed in a water-bath, which is also provided with a thermometer. The temperature of this water is kept at 60 degrees C. When both thermometers mark this temperature for 20 minutes the heated and dried dropper is introduced, and the time which is necessary to fill this dropper up to a mark at its upper end is noted. The same test is now repeated with the sample which it is desired to examine. If the suspected sample is artificial the number of seconds required in each case bears a ratio of 1 to 30 or more.



## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Luminous Paint.**—E. F.—We have printed numerous formulas for the manufacture of luminous paints, and you will find details of processes in back numbers of the *AMERICAN DRUGGIST* in addition to what appears below; see particularly *AMERICAN DRUGGIST*, Vol. XXXV, page 139. It is of the highest importance to prepare the basic source of luminosity with the utmost care. The best formulas we have seen of late for luminous paint bases have appeared in the *Journal of the Society of Chemical Industry*, as follows:

*Lennard's Mass.*

|                           |         |
|---------------------------|---------|
| Strontium carbonate ..... | Gm. 100 |
| Sulphur .....             | Gm. 100 |
| Potassium chloride .....  | Gm. 0.5 |
| Sodium chloride .....     | Gm. 0.5 |
| Manganous chloride .....  | Gm. 0.4 |

By heating the mixture for three-quarters of an hour at about 1300 degrees C. a product is obtained which emits a fine golden yellow light.

*Mourelo's Mass.*

|                           |         |
|---------------------------|---------|
| Strontium carbonate ..... | Gm. 100 |
| Sulphur .....             | Gm. 30  |
| Sodium carbonate .....    | Gm. 2   |
| Sodium chloride .....     | Gm. 0.5 |
| Manganous sulphate .....  | Gm. 0.2 |

This mass emits a bright yellow light.

*Vanino's Mass.*

|  |        |
|--|--------|
| Strontium thiosulphate .....                                       | Gm. 60 |
| Bismuth nitrate (0.5 per cent solution in acidified alcohol) ..... | Cc. 12 |
| Uranium nitrate (0.5 per cent. solution in alcohol) .....          | Cc. 6  |

By heating the mass for three-quarters of an hour at about 1300 degrees C. a product is obtained which emits an emerald green light.

*Balmain's Mass.*

|  |          |
|--|----------|
| Calcium oxide (iron free) .....                | Gm. 20   |
| Sulphur .....                                  | Gm. 6    |
| Starch .....                                   | Gm. 2    |
| Bismuth nitrate (0.5 per cent. solution) Cc. 1 |          |
| Potassium chloride .....                       | Gm. 0.15 |
| Sodium chloride .....                          | Gm. 0.15 |

The mass, after being heated, emits a violet light.

The selection of a varnish vehicle for the paint mass is of equal importance. The best results are obtained with the use of a varnish prepared as follows: Zanzibar or Kauri copal is melted by heat, 15 parts of the melted gum are dissolved in 60 parts of turpentine and the solution filtered and mixed with 25 parts of boiled linseed oil.

Luminous paint for clock dials is prepared in a much simpler way. Strontium hyposulphite is heated for fifteen minutes over the full flame of a Bunsen burner and then for five minutes on a blast lamp. The incinerated powder is then incorporated with pure hot melted paraffin, the resulting mixture being applied while hot as a paint.

**The Manufacture of Liquid Rennet.**—M. J. R.—Liquid rennet is made from the stomach of the calf by macerating the mucous membrane for several days in a solution of table salt. A simple method of preparation is given in the National Formulary under the title *Liquor Seriparous*. The following is the formula:

|                             |         |
|-----------------------------|---------|
| Calves' rennet, fresh ..... | Gm. 100 |
| Sodium chloride .....       | Gm. 40  |
| Alcohol .....               | Cc. 200 |
| Water .....                 | Cc. 800 |

Dissolve the sodium chloride in the water, add the alcohol, and macerate in this mixture the rennet (or the washed mucous membrane of the fresh stomach of a suckling calf) during three days, under frequent agitation; then filter.

If this liquid is to be used merely for curdling milk, with-

out separating the whey as a distinct layer, it should be added to the milk, previously warmed to a temperature of about 35 degrees C. (95 degrees F.), and the mixture should then be set aside, undisturbed, until it coagulates. If the whey is to be separated the liquid rennet should be added to the milk while cold and the mixture heated to about 35 degrees C. (95 degrees F.), but not exceeding 40 degrees C. (104 degrees F.). One part of the liquid should coagulate between 200 parts and 300 parts of cow's milk.

**Menthol Shaving Jelly.**—S. T. asks for the formula of a jelly containing menthol intended for use as a cooling application after shaving. The following will be found to yield a satisfactory preparation:

|                           |          |
|---------------------------|----------|
| Menthol .....             | 5 grains |
| Powdered tragacanth ..... | 3ss.     |
| Alcohol .....             | 3ss      |
| Glycerin .....            | 3ij      |
| Water to .....            | 3vi      |

Dissolve the menthol in the alcohol and add to the tragacanth contained in a dry bottle; add the water, shake; add the glycerin, again shake.

**What Causes the Darkened Color?**—G. A. H. writes: "Please inform me as to the cause of the following powders turning black twelve hours after being mixed":

|                         |         |
|-------------------------|---------|
| Calomel .....           | gr. v   |
| Sodii bicarb. ....      | gr. xii |
| Heroin hydrochlor. .... | gr. ss  |
| Lactated pepsin. ....   | gr. xx  |

M. et ft. chta. No. x.

It would be difficult to say what the nature of the change is that takes place here. There is very likely a reduction of the calomel caused by interaction with the ingredients of the lactated pepsin and the heroin. We should be glad to hear from our readers on this.

**Coating Enteric Pills with Salol.**—T. C.—Of the many methods which have been suggested for coating enteric pills with salol, few, if any, have proven satisfactory. Most of the processes are slow and a smooth, even coating is obtained with difficulty. On account of the salol being very brittle, the coating is easily broken, thus destroying the value of the pill. It was with a view of obtaining a method whereby a smooth, durable coating of salol could be quickly applied at the prescription counter that P. W. Byrd, of San Francisco, began a series of systematic experiments, resulting in the evolution of the following process, which was described in a paper read before the Alumni Association of the University of California: To the salol, which is kept liquid on a water bath as near as possible to its melting point (107 to 108 degrees F.), 5 per cent. of balsam of tolu is added. As the melting point of the tolu is practically the same as that of salol, a perfect solution results. The pill is fixed on a needle and is then dipped into the salol and tolu, and then, when removed, is rotated between the thumb and finger until the coating has cooled. This insures an even distribution of the salol, and two dippings will usually give a coating sufficiently thick. To render the crystallized salol smooth, the pill, still fixed on the needle, is rotated for a few seconds over a heated surface, such as wire gauze over a bunsen flame, care being used to bring the pill just near enough to the heat to fuse the salol, which is shown by its glossy appearance. When the pill is cool the needle is removed and the orifice closed with a drop of melted salol and smoothed over with a warmed needle. The author states that a coating as suggested above will quickly dissolve in a 0.3 per cent. solution of sodium carbonate at a temperature of from 107 to 108 degrees F., or, in other words, under conditions similar to those which exist in the duodenum.



By W. A. DAWSON

*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N.Y.*

#### Indexing Stock.

There can be no question concerning the value of a complete index of the stock of a drug store, but there is considerable difference of opinion as to whether this value is sufficient to justify the expenditure of the amount of time and labor involved in the preparation and maintenance of such an index. While the preparation of a stock index is a serious task, it is one which can be much simplified and lightened by the use of a stock book containing the printed names of the articles usually carried in stock. The economy in time and labor effected by the use of such a book more than counterbalances the labor involved. The stock index is most needed where there is the least space; consequently the card index, with its space devouring cabinet, is practically barred from just those stores where a stock index is most valuable.

In this connection we have pleasure in commending to the attention of our readers the remarks of William O. Frailey, of Lancaster, Pa., as contained in a paper read at the annual meeting of the Pennsylvania Pharmaceutical Association last month. Mr. Frailey says:

My system of indexing the store is as follows: Divide the shelving, cases of drawers, closets and showcases into sections. Number each section consecutively. The number can be painted on the under part of a shelf or on some part of the section not visible to the customer. Then letter each shelf or partition or tier of a section.

Then prepare a book, in which enter alphabetically every article in the store, with the number of the section and the letter of the shelf on which it is kept. A price stock book answers the purpose very well.

Also mark down on a sheet of paper the name of each article and the letter of the shelf on which it is kept in a section, paste the sheet on a piece of cardboard and hang it on or in the section to which it applies, for constant reference. Have one sheet for each section. A new clerk left alone in the store can refer to the index book and readily find any article wanted. Partial familiarity with the location of the article wanted necessitates looking at the cardboard reference only.

Looking among a lot of fluid extracts for a particular one is a simple problem if the cardboard reference is glanced at. If fluid extract of ergot is wanted and the fluid extracts are all kept on one tier of shelves, a reference to the cardboard sheet in that section will show "4 A F. E. Ergot," which means that fluid extract of ergot is in section 4, shelf A.

#### A BOOK PREFERABLE TO CARDS.

Where changes of clerks are not frequent the whole store need not be indexed, but in all cases the prescription case, the poison case, the pill section, the fluid extract section and the section containing the proprietaries used in prescription work should by all means be indexed. This is especially necessary in well stocked stores where room is valuable and stock is crowded together.

I prefer the above system to the card system, which requires a card for each article kept. The cards require special drawers and cabinets, which, in a store already crowded, is impracticable if not impossible.

#### FOR KEEPING UP STOCKS

I believe the only possible way is to keep one or more order books and when an article runs low place it on the order book and order at the first opportunity. This matter of stock keeping should be more emphatically impressed on clerks than almost any other feature of the business. It is very annoying to have calls for staple articles and on looking for them to find them all sold.

I have never yet heard of any self-acting device that would prevent running out of stock. The human faculties must be depended upon in this the same as with the poison case. If the faculties are not quick and observant and faithful in recording wants sales will be missed and the business will fall away.

#### A Creditable Publication.

In the way of retail drug advertising we have seen few more effective publications than the 16-page illustrated brochure issued by the Wm. Stahler Drug Company, of Norristown, Pa., in celebration of the fiftieth anniversary of the foundation of the business. Excellent half-tone reproductions of photographs convey a good idea of the arrangement of the building occupied by the company, and are convincing of the fact that an extensive retail manufacturing and jobbing business is conducted. It is embellished with a picture of William Stahler, the founder of the business, who was one of a number of the best known residents of Norristown who were killed in a railroad accident on May 12, 1899. After his death his son, Harry L. Stahler, associated himself with Harry R. Stallman and formed a co-partnership to continue the business under the present firm name.

#### German and Japanese Brush Industry.

The war in the Far East has exercised an important influence upon the German brush trade with the United States. Until the outbreak of the war American importers purchased more brushes in Japan than in Germany. The center of the brush industry in Saxony is Schönheide. In the manufacture of brushes this little town, with its 8,000 inhabitants, is to the German Empire what the city of Osaka is to Japan. Before the war the Japanese industry was very prosperous, and about 1,000 laborers were employed in Osaka alone. The daily production amounted to about 16,000 pieces, consisting of tooth, nail and hair brushes. Apart from Osaka the manufacture of brushes has taken root in the surrounding country and has developed into a sort of a house industry, in which girls, particularly, are employed. In 1903 \$229,646 worth of tooth brushes and \$64,700 worth of various other kinds of brushes were exported from Japan to foreign countries, 80 per cent. going to the United States. During 1903 Japan imported about \$100,000 worth of hog bristles from the United States. Manufacturers in Schönheide claim that the war is enabling them to regain the ground lost to Japanese competition during the past few years.

#### Good Wine from Bad Grapes.

The secret of the rare "bouquet" of Moselle wines was disclosed by Prof. Marshall Ward on May 6 in a lecture on Molds and Moldiness, says the *London Daily Mail*. "Moldy grapes," asserted the professor, "produce a far finer wine than freshly gathered fruit. Moselle wines come from grapes which are in a simply awful condition. The grapes grown in the Moselle districts are not subjected to sufficient heat to fill them with sugar, and they are therefore allowed to be attacked by what is known as noble rot, in which process the mold fungus, having the satisfactory habit of selecting certain crystals according to taste, picks out the acid first and leaves just the proper proportion of sugar behind."

### THE NEW YORK STATE MEETING.

#### State Pharmacists Are Splendidly Entertained at Saratoga—Proceedings of the Twenty-seventh Annual Meeting.

So far as the social features were concerned the annual convention of the New York State Pharmaceutical Association, which closed at Saratoga Springs on Friday, June 30, was an unqualified success. The weather was ideal during the entire time of the convention and the local committee of arrangements and entertainment was enabled to carry out its plans without a hitch. Science was, however, neglected; not because the entertainment features were too much in evidence or overshadowed the business of the meeting, but simply because few of the members cared to enter into any discussion that would call for the exercise of gray matter. The attractions of Saratoga Springs were alluring, it is true, but were not the cause of the failure on the part of the members to attend the business sessions of the convention. The fact is that it becomes increasingly difficult every year to interest the members in matters of a scientific or technical character. Only two papers of a scientific character were presented at the meeting, and the author of one was absent, his paper being read for him by the secretary. The paper by Dr. Kahn on the detection of methyl alcohol in mixtures containing ethyl alcohol proved a valuable addition to our already numerous list of tests and was appreciated by the members, as much on account of its accuracy and trustworthiness as for its practical availability. Professor Remington, of Philadelphia, treated the members to a glimpse at the new Pharmacopœia, and incidentally touched on his pet subject, the prerequisite clause, warning the members not to carry the subject to extremes.

#### The Opening Session.

The convention was opened by President William C. Anderson, of Brooklyn, in the ballroom of the United States Hotel, Saratoga, shortly after 10 o'clock on Tuesday morning, June 27. After the usual preliminaries he announced the presence of the president of the village, James D. McNulty, who tendered the courtesies of his office and official welcome. Mr. McNulty twitted the pharmacists on their tendency to the use of sesquipedalian words, which he further characterized as "the mystifying masquerading of familiar acquaintances" (sodium chloride for table salt, etc.), and said he considered "this Chinese capacity for acquiring words which druggists possess makes the dictionary look like a primer." In closing he expressed the hope that the stay of the association would be so delightful that the members would leave Saratoga reluctantly, with a resolve to return as an association next June and as individuals as often as possible.

Vice-President J. A. Lockie, of Buffalo, responded for the association in his usual happy manner.

Superintendent of Schools Thomas R. Kneil spoke in behalf of the local entertainment committee. He said the committee had devoted much time to the preparations for the convention and had provided an entertainment programme which he was sure would satisfy and charm every member.

President Anderson called upon Dr. A. B. Husted, of Albany, to respond to the cordial welcome of the committee, which he did in a few well chosen sentences.

Charles F. Wells, of the local committee, was then introduced and described the programme of entertainment.

THE ANNUAL ADDRESS OF THE PRESIDENT was then read by Professor Anderson, the chair being taken by Vice-President Lockie, who said he was sure that all were glad that President Anderson was able to be present and present the address himself. At the meeting held at Brighton Beach last year President Anderson was confined to his home by sickness.

President Anderson's address reviewed the work of the year and recited some of the important advances which pharmacy had made in a professional way. He urged the necessity of increasing watchfulness in the matter of safeguarding the purity of the drugs and medicines dispensed by retail pharmacists

and urged the Committee on Adulterations to compile a list of the commoner adulterants and give simple tests for determining the purity and strength of the preparations usually made by pharmacists.

Speaking of the prerequisite law and the fears expressed by many as to the possibility of its enforcement creating a scarcity of drug clerks and making it necessary to increase salaries he said it should be realized that we live in an era of progress in which ability is recognized and it could not be expected that druggists could secure the services of more highly educated men without a substantial recognition of their ability and standing in the shape of salary increases. The pace set by New York State in the enactment of the graduation prerequisite amendment to the pharmacy law had been taken up



THE TWO PRESIDENTS.

J. A. Lockie, of the N. Y. S. P. A., and Adolph Stahl, of the C. T. A.

by other States. Pennsylvania, Missouri, Wisconsin and Ohio had, he said, shown great activity, and the indications pointed to a general demand for a prerequisite law in all States, so that once again "the pages of history record the Empire State and the New York Pharmaceutical Association as leaders in the elevation of mankind and the progress of the nation."

#### THE NATIONAL ASSOCIATIONS.

The address contained a lengthy and eulogistic reference to the American Pharmaceutical Association, which he said was entitled to the loyal support of every pharmacist in the State. The National Association of Retail Druggists and the operation of the direct contract and serial numbering plan also came in for extended notice. President Anderson said that the increase in profits obtained through the operation of the contract plan should induce the trade to give the N. A. R. D. such financial support as to make the association independent of anything outside of local organizations. He recommended that the State association pay its full dues of 25 cents for each member in good standing on July 1, 1905.

Grateful testimony was paid to the work of the Commercial Travelers' Auxiliary, and the desire was expressed for the continuance of the cordial and friendly relations which have always characterized the two associations.

Other subjects discussed in the address were: (1) The Pharmacists in National and State Service, (2) The State Board of Pharmacy and (3) Legislation.

Under the last named heading he mentioned the passage of a bill to harmonize the provisions of the pharmacy law and the penal code. The repeal of the stamp law permitting druggists to sell small quantities of liquor was deplored and charged to the actions of a few inconsiderate men in the middle section of the State. In closing his address President Anderson paid hearty tribute to Dr. William Muir, of Brooklyn, for his services on the Committee on Legislation. He also commended the efficient work of Secretary Swann and Treasurer Richardson.

On motion the address was received and referred to a committee of five for consideration.

After announcing the receipt of fifty-one applications for membership Secretary Swann presented a report of the work of his office during the year.

Treasurer Richardson then reported, and his report took the usual course, being referred to the Executive Committee, after which the sitting was adjourned.

#### Second Sitting.

The meeting was called to order in the afternoon at three o'clock by President Anderson. Four new applications for membership were presented and the fifty presented at the morning sitting were elected by one affirmative ballot. As a Committee on Credentials President Anderson appointed Henry Imhof, of New York; W. L. Du Bois, of Catskill, and J. L. Lascoff, of New York.

#### STATE LEGISLATION.

Vice-President Lockie took the chair while President Anderson read the report of the Committee on Legislation. The report described the various bills affecting pharmacy which had been introduced in the Legislature during the past year. At a conference of the various local associations held in Albany it was agreed that no amendment to the pharmacy law should be permitted or submitted to the State Legislature except that pertaining to the penal code where the code conflicts with the poison regulations of the pharmacy law. The report closed with an expression of thanks and appreciation of the friendship and loyalty exhibited toward the committee by Senator Hill and Assemblyman Cox, of Buffalo, and Senator Cooper and Assemblyman Cotton, of Brooklyn, and it was recommended that a special vote of thanks and appreciation to the legislators named be passed by the association. Action to this end was accordingly taken.

The chair announced at this point that Prof. J. P. Remington, of Philadelphia, an honorary member of the association, was present, and the meeting would be pleased to hear from him.

#### THE NEW PHARMACOPŒIA.

Professor Remington said he thought the members would be interested to learn something of the new Pharmacopœia, and he had a copy with him which he would present for inspection. There had been some good natured raillery and fun about the Pharmacopœia, Professor Remington said, but it had not been fun to him. It had been the hardest kind of work. The Committee on Revision had been greatly hindered in their work through the death of two valuable members—Dr. E. R. Squibb and Dr. Charles Rice. The new Pharmacopœia had, he said, already an enormous advance sale, the first edition of 2,000 having been exhausted so rapidly that the second edition had to be issued before the first was off the press. Of an edition of 10,000 now being printed 7,000 copies had already been sold.

After hearing from George M. Beringer, of Camden, N. J., representing the New Jersey Pharmaceutical Association, the following Committee on President's Address was announced: Dr. A. B. Husted, of Albany; O. C. Kleine, of Brooklyn; Dr. Willis G. Gregory, of Buffalo; Peter Diamond, of New York, and C. H. Calkins, of Elmira.

Several communications were then read by the secretary, including a telegram from Thomas Stoddart, of Buffalo, in which he regretted his inability to attend.

A lengthy but interesting communication from J. F. Hancock, the chairman of the American Pharmaceutical Association Committee on the William Proctor, Jr., Memorial Fund, was read, and on motion of Dr. William Muir the association appropriated \$50 as a subscription to the fund, at the same time adopting a resolution to appoint a subcommittee of seven to solicit and accept subscriptions.

President Anderson's report as delegate to the meeting of the National Association of Wholesale Druggists was read by Dr. Muir. The report was received and referred for consideration to the Committee on President's Address.

With Vice-President Lockie in the chair, President Ander-



THE TREASURER,

Frank Richardson, of Cambridge.

son read the report of the delegates to the American Pharmaceutical Association, and the sitting then adjourned.

#### Third Sitting.

The third sitting was called to order by President Anderson at 10.30 a.m. After the minutes of the preceding sitting had been read and approved four candidates, whose names had been posted at an earlier sitting, were elected to membership.

The greetings of the National Association of Retail Druggists were presented in a letter signed by Thomas V. Wooten, secretary.

Chairman Imhof, of the Committee on Credentials, then reported, and the delegates were, on motion, given the privileges of the floor.

#### GREETINGS FROM DELEGATES.

Frank Avignone spoke for the Italian Pharmaceutical Association of New York and said his purpose in appearing at the meeting was to impress the association with the necessity for increased watchfulness over doctors who dispense their own medicines in the Italian quarter.

Dr. F. P. Tuthill represented the New Jersey Pharmaceutical Association and conveyed greetings. Dr. Gregory, of Buffalo, in speaking for the Erie County Association, said that the Buffalo druggists had some interesting experience in the past year in the way of price schedules. At one time there was no price, goods being given away in some instances. He had seen camphor sell for 60 cents a pound for one time and at another at 10 cents a pound, with a bottle of Peruna thrown in, but thanks to the National Association of Retail Druggists they had at last succeeded in establishing a satisfactory price schedule in Buffalo.

C. L. Gesell, of Brooklyn, conveyed the greetings of the Kings County Pharmaceutical Society, and Dr. Joseph Kahn, of New York, wished the association a successful convention in behalf of the Drug Clerks' Circle, of New York. Mr. Weinstein represented the New York Retail Druggists' Association and Dr. Rusby the College of Pharmacy of the City of New York. The young Association of State Service Apothecaries was happily represented by Mr. Fish, of Buffalo, and the German Apothecaries' Society, of New York, by Mr. Swann.

for, and Dr. Joseph Kahn reported with a paper and demonstrations on a method of detecting the presence of methyl alcohol in preparations containing ethyl alcohol, which proved very interesting. On motion of Mr. Keenan a vote of thanks was passed to Dr. Kahn for his valuable and interesting paper.

#### THE SALE OF LIQUOR IN DRUG STORES.

H. B. Guilford, of Rochester, introduced a resolution declaring for action by the association looking to the introduction of a bill at the next session of the Legislature in the matter of licensing liquor sales by druggists. The resolution instructed the Legislative Committee to work for an amendment of the Raines law, giving druggists a flat rate of \$100, and providing that not more than 32 ounces should be sold to any one customer at one time. The motion was vigorously opposed by Dr. Gregory, Mr. Searles and Dr. Muir, and, at the suggestion of the latter, further consideration of the matter was postponed to the next sitting, when it would be made a special order. Adjournment was then taken to permit the Middle Section of the Board of Pharmacy to hold an election.



A GROUP OF GOOD FELLOWS.

Fred. S. Rogers, the newly elected first vice-president, is seated in front. The other members of the group are Geo. H. Merritt, A. Van Houten, Mr. Davis, "Bob" Service, Mr. McCafferty, C. L. McBride and Adolph Stahl.

#### PROFESSOR LLOYD ADDRESSES THE MEETING.

A pleasant surprise was in store for the members when the secretary announced that he had received a communication from the National Eclectic Medical Association, then in session in Saratoga, announcing the sending of delegates to convey the greetings of the doctors to the pharmacists.

Prof. John Uri Lloyd, of Cincinnati, the distinguished author, chemist and teacher, was introduced as the chairman of the delegation and made a very cordial address. He was followed by Drs. Heeve and Gorse, and fitting response was made for the State association by Dr. Willis G. Gregory, of Buffalo.

The National Association of Retail Druggists extended greetings through Col. J. B. Duble, the manager of the Eastern office, and Charles Gibson, of Walker & Gibson, Albany, brought the greetings of the National Wholesale Druggists' Association.

As a Committee on Time and Place of Next Meeting President Anderson appointed O. C. Kleine, of Brooklyn; S. A. Grove, of Buffalo, and J. Weinstein, of New York.

#### THE DETECTION OF WOOD ALCOHOL.

The report of the Committee on Adulterations was called

#### Fourth Sitting.

At the sitting on Thursday morning, which was opened by President Anderson at 10.30 o'clock, twelve applications for membership were favorably acted upon and seven new applications were received, making a total of seventy-two since the opening of the meeting.

Mr. Keenan, of New York, moved the appointment of a special committee to attend the meeting of the National Eclectic Medical Association, to return the kindly greetings and good wishes of that association, and on this committee president Anderson appointed Mr. Keenan, Dr. Huested and Dr. Gregory.

The report of the Committee on President's Address was then presented by Dr. Huested, and the recommendations contained in it were adopted.

Mr. Dawson, the chairman of the Committee on Pharmacy and Queries, presented a paper on Iodoform at Home, by Luther F. Stevens, of Brooklyn, which was read by the secretary and referred to the Executive Committee for publication. Mr. Dawson reported very discouraging results from his efforts to induce the members to prepare papers for the meeting. He had sent out sixty-three letters without receiving a single response, the paper by Mr. Stevens having been volunteered.



## SENTIMENT AGAINST LIQUOR IN DRUG STORES.

The special order of business was then taken up, and Secretary Swann read the resolutions in regard to an amendment of the Raines law presented by Mr. Gullford the day before.

Mr. Gullford was recognized and stated that a number of members of the association residing in the middle section had held a caucus on Tuesday evening, at which it was agreed that a resolution should be presented to the association bringing the excise matter before it.

O. C. Kleine, of Brooklyn, in a calm and dignified speech protested against the adoption of any such action as that indicated. He said: "At the commencement of the Brooklyn College of Pharmacy Supreme Court Justice Gaynor congratulated the class upon the fact that pharmacy was now recognized as a profession, and it is largely due to the efforts of the State association that pharmacy enjoys the professional standing it does. I am of the opinion that it would be wrong to have this association introduce a bill that would surely be a retrograde movement, and accordingly move that this resolution be tabled."

Mr. Kleine's motion was put to a vote and carried.

Mr. Gullford, of Rochester, announced that a representative of the Duffy's Malt Whiskey Company was present and desired to make a statement. He asked that the privileges of the floor be extended to the representative whom he named.

Dr. Muir protested against granting the privilege, saying that it would set a bad precedent. Duffy's Malt Whiskey was, he said, whiskey, pure and simple, and the floor of the New York State Pharmaceutical Association was not the place to talk in its favor. Dr. Husted also spoke against granting the privilege, and Mr. Bigelow finally put it in the form of a motion to refuse and the request was denied.

On motion of Dr. Gregory the association indorsed the movement of the American Medical Association for the establishment of a council of pharmacy and chemistry for the regulation of proprietary remedies.

The report of the Committee on New Remedies was then called for, and Mr. Keenan, the chairman, informed the meeting that his committee had made the usual record of introductions to the materia medica since the last meeting of the association, and the notes had been arranged in alphabetical order for submission to the secretary.

On motion of Dr. Muir the report was received and referred for publication.

## THE ANNUAL ELECTION.

The annual election of officers then took place. George E. Thorpe, of Syracuse, who was in line of promotion to first vice-president, was opposed by an influential section of the association, who considered that he had acted indiscreetly in connection with the effort to amend the excise law. Fred Rogers, of Middletown, a son of one of the most respected living founders of the association, was put up in opposition to Mr. Thorpe, and was elected by a vote of 39 to 36.

The following is a complete list of officers elected: President, J. A. Lockie, of Buffalo; first vice-president, Fred S. Rogers, of Middletown; second vice-president, D. L. McBride, of Kingston; third vice-president, Frederick Menges, of Saratoga Springs; secretary, S. V. B. Swann, of New York; treasurer, Frank Richardson, of Cambridge; Executive Committee, George Hahn, of Rochester; W. B. Bunker, of Utica; Peter Diamond, of New York; delegates to the American Pharmaceutical Association, Dr. W. C. Anderson, Dr. H. H. Rusby, Caswell A. Mayo, Thomas J. Keenan and Dr. Willis G. Gregory.

The sitting then adjourned until the afternoon.

## Fifth Sitting.

At the fifth and final sitting, on Thursday afternoon, announcement was made that seventy-five new members had been elected since the opening of the convention, which brought the total membership up to 1,060. The report of the Executive Committee was read and referred for publication. The Committee on Time and Place of Next Meeting announced through Chairman Kleine that they had failed to agree, though a majority favored Thousand Islands. After a long discussion

the matter was referred to a vote of the meeting on a motion by A. C. Searles to substitute Niagara Falls for Thousand Islands, and this was carried, so that the association next year will go to Niagara Falls.

The officers were then installed, and after the passage of sundry resolutions of thanks to the officers and the local committee the meeting adjourned *sine die*.

## Convention Notes.

There was a number of notable absentees, including Thomas Stoddart, of Buffalo; W. H. Rogers, of Middletown; W. C. Alpers, of New York, and Adrian Paradis, of Brooklyn; but there was none whose presence was so much missed and commented upon as Miss Sarah A. Moore, the official stenographer who has served the association for so many years with conspicuous ability and fidelity. A resolution was to be introduced expressive of the association's regret at the illness which prevented her attending, but in the quick rush of business on Thursday this was unfortunately overlooked. It is the hope of all in attendance that Miss Moore will regain her health and be with us at the next convention.

Goetting & Co., the perfumers, clinched their popularity with the ladies by the distribution of large cut glass bottles of perfume and samples of their excellent violet talcum powder.

The Torsion Balance Company, of New York, was ably represented by Mr. Pray, who made an unusually interesting display of chemical and pharmaceutical balances.

It seemed like old times to see Alphonse Major in attendance with his family. Mr. Major is more than ever an advocate of cold water since he has invented an improved water cooler. He had one of his coolers in operation in the lobby of the United States Hotel and demonstrated the practical workings of it to the entire satisfaction of the members.

Frank Richardson, the treasurer of the association, is an enthusiastic amateur photographer, and the AMERICAN DRUGGIST is indebted to him for several successful snaps at the members, some of which are reproduced in this issue.

Charles F. Fish was chairman of the local Entertainment Committee. At the meeting of the association held in Saratoga Springs in 1894 Mr. Fish was elected president of the association. He endeared himself to all by his geniality and attention to the comfort of the visitors.

## THE TRAVELING MEN'S ASSOCIATION.

## Annual Meeting of the Auxillary of the State Pharmaceutical.

The Commercial Travelers' Auxillary of the New York State Pharmaceutical Association gave unmistakable evidences of its value to the druggists of the State at the recent meeting in Saratoga. An entertainment was given under the auspices of the auxillary in the Town Hall on Wednesday evening, June 28, which was enjoyed by a large audience consisting mostly of the members of the association and invited villagers and visitors to the Springs. The programme was a long and exceedingly entertaining one and was thoroughly relished by all. The auxillary has rendered valuable service in bringing in new members and is now regarded as an indispensable coadjutor in the work of the association.

The annual meeting of the auxillary was held in the United States Hotel on Thursday afternoon, June 29, with W. F. Sohni (New York Paper Box Company) in the chair and Dr. G. W. Lacey (Bristol-Myers Company) recording. L. E. Treat (Johnson & Johnson) reported as treasurer. R. E. Service (Lazell, Dalley & Co.), as chairman of the Entertainment Committee, reported that the entertainment of the preceding evening had cost the auxillary \$320. He said that the committee was thoroughly satisfied with the result of its efforts, as it had received many tokens of appreciation from members of the association, including the compliment of a special note of thanks from the State Pharmaceutical Association.

Eleven new applications for membership had been received, which brought the total up to a little over 80. Some discussion arose over the preparation of a new constitution and by-laws.

The election of officers resulted as follows: President, Adolph Stahl (Manhattan Drug Company, New York); first vice-president, A. C. Robertson (Mallinckrodt Chemical Works, St. Louis); second vice-president, H. P. Snow (Johnson & Johnson, New Brunswick, N. J.). The offices of secretary and treasurer were merged into one and Charles H. Greer (Parke, Davis & Co.) was chosen to fill the new office of secretary-treasurer.

The election of Adolph Stahl to fill the office of president is regarded by all as a deserved compliment to a very popular member of the auxiliary and one who counts every member of the association a personal friend.

A feature of the entertainment, which came as a great surprise to the chief actor in it, was the presentation of a loving cup to "Lou" Treat, the retiring treasurer. Mr. Treat was coaxed on the stage by some artifice and a committee of two handed a handsome silver loving cup to County Judge Nash Rockwood, who had kindly consented to appear and make the presentation speech. Mr. Treat was deeply affected by the evidence of esteem and affection in which he is held by his fellow members of the auxiliary as represented by the loving cup, and it was some time before he could collect himself and make suitable acknowledgment.

### MEETING OF THE STATE BOARD OF PHARMACY.

#### The Board Takes Action on Catarrh Cures Containing Cocaine.

The semiannual meeting of the New York State Board of Pharmacy was held in conjunction with the State Pharmaceutical Association at Saratoga Springs on Monday, June 28, with every member present except Mr. Reimann, of Buffalo, who was unavoidably detained at home. It was announced that the certificates issued by the Pharmacy Boards of Michigan, Indiana, Pennsylvania and Minnesota had been recognized by the board during the interval since the previous meeting. This means that the certificates of these boards granted prior to January 1, 1905, will be accepted by the New York State Board in lieu of a diploma. The certificates of the State of Delaware and the District of Columbia were disapproved.

The National Anti-Adulteration League, of which Edward Thimme (of memory dear!) is secretary, had sent a communication to the board asking for its co-operation in their alleged fight against impure food and drugs to the extent of furnishing the league with the names of druggists who had been convicted three times. The matter was referred to a committee, which submitted the following resolutions for adoption:

*Whereas*, A letter has been received from the Anti-Adulteration Society of New York requesting the names of violators of the Pharmacy law who have been repeatedly punished by the board; and,

*Whereas*, Section 201, chapter 667, laws of 1900, provides ample power for the board to protect the public in such cases; be it

*Resolved*, That the safety of the public is amply provided for by the law and also by the administration of this board; and

*Resolved*, That the board does not deem it necessary to furnish the information requested; and

*Resolved*, That in the event of specific information furnished by the Anti-Adulteration Society, or from any other source, showing violations of the above named law, this board will be ready to promptly take such action as the evidence may warrant.

Important action was taken by the board in the matter of the labeling of catarrh cures containing cocaine. Acting under the instructions of the board, Secretary Bradt had caused an analysis to be made of the different cures on the market with a view of determining which contained cocaine. It was found that most of the principal cures did contain cocaine, and the manufacturers were notified that they must attach a poison label to the packages in conformity with the Pharmacy law. A small label printed in red on a white ground and bearing the following lettering has been approved by the Board of Pharmacy and will be used hereafter by the manufacturers whose product contains cocaine. The label reads:

This preparation containing, among other valuable ingredients, a small quantity of COCAINE, is, in accordance with the New York Pharmacy act, hereby labeled POISON.

The Committee on Adulteration reported the examination of 1,000 samples by the Eastern Branch of the board, with the result that less than 5 per cent. of the samples were found below standard and no substitution of wood alcohol for grain alcohol had been discovered.

Secretary Bradt announced that the Education Department of the State of New York would shortly issue a handbook giving full particulars of the accredited and unaccredited colleges of pharmacy throughout the country, and in Canada, Cuba and Italy, with dates of examination, etc.

At the second sitting of the board on Wednesday additional colleges of pharmacy were recognized, as follows: Cleveland College of Pharmacy, Cleveland, Ohio; the College of Pharmacy of the University of Maine, Orono, Maine; Virginia School of Pharmacy, Richmond, Va.; Philadelphia College of Pharmacy, Philadelphia, Pa.

It was announced that algebra will not be a compulsory study for regent's counts until January, 1907, and that examinations would be held at the different offices of the board throughout the State on the third Wednesday of every month except July and August.

### PROGRESS OF THE N. A. R. D. CAMPAIGN.

#### Work Being Pushed as Rapidly as Possible—The Drug Merchants' Association and Department Store Still Slaughtering Prices.

Steady but comparatively slow progress has been made in the past week or two in the N. A. R. D. movement in this city. During the summer months the organization work that remains to be done will be rather tedious, but the local N. A. R. D. headquarters, organizers and the Executive Committee of the M. A. R. D. are pushing the work as fast as possible, and, no doubt, very favorable reports will be made at the general meeting of the Metropolitan, which will probably be held in the fall, prior to the N. A. R. D. convention. Meanwhile there is need of patience on the part of those who have already joined the movement. Beneficial results are being obtained by those who have signed contracts; but the full benefit of the N. A. R. D. work here will not be enjoyed until there is complete organization in this city and all factions are harmonized.

Many districts have been organized; in fact, only a few have not. Contracts have been signed freely and are now in force, but there is still considerable work to be done before New York can be called redeemed from cut rates on patent medicines. This is particularly true as regards the department stores and members of the Drug Merchants' Association. With the exception of one proprietary article the big cutters have not supported and are not supporting the movement, to the surprise of the Metropolitan, whose members at the outset were led to expect at least no active opposition, if not active support. That is, while the Drug Merchants' Association did not join the movement it gave promises of support and co-operation so far as possible. Now, however, goods of manufacturers who have adopted and are enforcing contracts are still being "slaughtered" by members of the Drug Merchants' Association. They are not violating any contracts, for they have not yet signed contracts covering goods on which they are cutting and are therefore not legally bound to observe contract prices. How long this cutting will continue, whether the firms who are directly responsible have enough stock to make much of a "drive" or will be able to replenish their stocks without signing contracts are questions that time alone can answer.

A representative of one of the big manufacturers was asked what he thought of the situation. He shook his head and replied that the outcome was doubtful so far as the big, aggressive cutters were concerned. The department stores and other large firms have always contended for a differential; that is, they believe they should have the privilege of selling at prices a trifle less than druggists in outlying districts, or districts removed from their immediate neighborhood. It therefore remains to be seen whether they will finally consent to come into any arrangement or price protection plan which puts them on the same level with other retail druggists or whether they will drop the

contract proprietaries entirely. There are those who believe that the latter course is not altogether improbable.

Proprietors who have adopted the direct contract and serial numbering plan are now placing representatives here. These men, in concert with the M. A. R. D. Executive Committee, will endeavor to bring the big firms into line. Three large firms have refused to sign any contracts. All except these three have signed one proprietor's contract, but none of the other contracts.

One of the most troublesome features at present is the tendency on the part of many retailers to accept reports of price cutting here and there without investigating the truth of the same. Innumerable instances might be cited where such reports have reached M. A. R. D. and N. A. R. D. authorities, which upon being "run down" proved absolutely unfounded. The officials and others in charge of the movement are glad and anxious to receive reports of any trouble that may exist in any section, but they express the hope that such reports will not be turned in to headquarters on mere hearsay evidence.

### ACCIDENT AT THE PARIS SUPERIOR SCHOOL OF PHARMACY.

(From Our Regular Correspondent.)

Paris, June 8.—A serious explosion took place at the Paris School of Pharmacy at 11 a.m. on Monday last. Professor Béhal, who was in the lecture theatre, giving his usual lesson on "The Toxicology of Alkaloids," was startled by a loud report and quitted the platform, exclaiming that "something must have happened" in his laboratory. He hurried there at once and found his fears were only too well grounded. The doors were blown off their hinges and lay several yards away, various plaster walls and parts of the ceiling were demolished and all the window glass was scattered in the garden outside. The atmosphere was thick with smoke and gases, and Professor Béhal's preparator, a pharmacy student of 23, named Emile Roux, lay on the floor calling for assistance, his head bleeding and his hands and chest badly burned by some corrosive fluid. M. Béhal hastened, in spite of the blinding and suffocating fumes, first to turn off the gas and then to drag his assistant to the door. Hence M. Roux was conveyed to the Cochin Hospital.

The fire brigade from the Rue du Vieux-Colombier promptly arrived. The turpentine tins, which presented serious danger, were smothered in sand, and an incipient conflagration got under in workmanlike style.

It is stated that M. Béhal was carrying on a series of experiments in the synthetic preparation of camphor. The great increase in the price of this drug since the outbreak of the Russo-Japanese War had suggested this process, which was to mix turpentine with hydrochloric acid in autoclaves. By a series of reactions the turpentine was transformed into borneol, and this by-product, scientifically treated, allowed the camphor to be precipitated. The laboratory experience having given excellent results, M. Béhal had hoped to start manufacturing on a larger scale. Every day in the meantime he already synthesized in his laboratory several kilograms of camphor.

Another account adds: "On a heating apparatus stood a huge brass vessel containing oil and a water-bath of acetic acid. The cover of this autoclave was securely screwed down and the student raised the temperature of the liquid to 200 degrees C. Suddenly a violent detonation was heard. The lid was blown up to the ceiling and portions of the contents were projected in every direction."

M. Roux was thrown to the ground by the explosion, but its direction, mainly vertical, saved him from being struck by the flying fragments. He was badly bruised and horribly burned, but no actual fears are entertained as to any fatal result.

M. Rajaud, commissary of police, has inspected the damage—variously estimated at from \$2,000 to \$4,000—and seized the *débris* of the autoclave, which will be carefully examined with a view to determining the actual cause of the accident.

#### LABORATORY ACCIDENTS

of a similar nature are of course one of the regular risks run

by chemists. A Parisian daily, commenting on this subject, reminds us that when the famous Berthollet was experimenting with potassium chlorate gunpowder in 1800 he saw all his assistants killed before his eyes and only escaped himself by a miracle. Later on, Dulong and Gay-Lussac were injured by nitrogen chloride. Slow intoxication by fluorine was what killed Knox and Louget; but in 1885, in the laboratory of Dr. Ribau at the Paris Faculty of Sciences, Besson had nearly the whole of one hand blown off when experimenting with the same substance, and Rigaut (Professor Troost's preparator) lost one of his eyes by a sudden explosion. In 1880 M. Zédé had his thigh broken by a huge glass stopper which was blown out of a bottle in St. Clair Deville's laboratory, and at the Sorbonne in 1891 M. Lippmann's preparator, M. Létang, had his face badly burned. M. Lucien Poincaré, brother of the well-known French politician, received similar injury when a bottle of nitric acid burst in M. Bouty's laboratory; while the burns that MM. Becquerel and Curie received during their researches are part of the history of the discovery of radium.

### Not the Fault of the Pharmacist.

(From Our Regular Correspondent.)

Paris, June 22.—On May 29 last the little daughter of Mr. and Mrs. Ostrayer (? Ostrelcher), a wealthy New York family, died at a hotel in the Rue de l'Arcade, Paris, under somewhat sudden and mysterious circumstances.

As all the family had taken a purgative (magnesium sulphate) the previous evening, a tale went the rounds of the Parisian press, and was presumably copied into American papers, of a probable error of a pharmacist—a mistake possibly explained by the imperfect acquaintance of the customer with the French language, etc.

But a portion of the magnesia bought remained, and analysis proved it to be "of excellent quality and perfectly harmless." The hypothesis of the careless pharmacist has thus fallen through and another cause must be sought for.

### The Kentucky Association.

The twenty-eighth annual meeting of the Kentucky Pharmaceutical Association was held at Glen Springs June 20 to 23, inclusive, with seventy-five members in attendance.

A most delightful programme of entertainment was carried out and thoroughly enjoyed. The reports of the various officers showed a very satisfactory condition of association affairs. About 25 new members were elected. Strong resolutions reaffirming the association's loyalty to the N. A. R. D. were adopted with enthusiasm.

Definite plans for increasing the membership were adopted, and a committee was appointed to bring out the attendance at the next annual meeting. The Legislative Committee was instructed to endeavor to have the pharmacy law so amended as to allow the Board of Pharmacy to fix the annual renewal registration fee at a sum not to exceed \$3.

The following papers were read.

Should Purity Be the Prime Consideration? by H. A. Fabra.

The Legitimate Sale of Liquors by Druggists, by Vernon Driskell.

Seasonable Goods, by W. H. Watson.

The Preparation of Tinct. Opium, by B. H. Overton.

How to Control Prices, by S. N. Jones.

Why Every Druggist Should Join the State Association, by S. N. Jones.

The Mann Bill; Its Good and Bad Features, by Addison Dimmitt.

The Sale of Opium and Carbolic Acid, by Addison Dimmitt.

The following officers were elected for the ensuing year: President, C. A. Leathers, Lawrenceburg; first vice-president, Charles Hammond, Vanceburg; second vice-president, W. H. Tibballs, Somerset; third vice-president, C. E. Kitchen, Covington; secretary, J. W. Gayle, Frankfort; treasurer, Vernon Driskell, Ghent; chairman Executive Committee, L. G. Smith, Shelbyville.

Either Cerulean Springs, Olympia Springs or Dawson



Springs will be selected by the Executive Committee as the place for holding the next meeting, which will take place on the third Tuesday in June, 1906.

#### Warning Against the Sale of Duffy's Malt Whiskey Without a Liquor License.

The German Apothecaries' Society and the Manhattan Pharmaceutical Association have sent out to their members, through Secretary Swann, the following warning notice signed by the State Commissioner of Excise:

ALBANY, June 15, 1905.

To Pharmacists of the State of New York:

We have carefully examined the purported Duffy Malt Whiskey Company's circular issued under date of June 3, 1905, in which the claim is made that in consequence of a recent amendment to the Liquor Tax law, "Duffy's Pure Malt Whiskey may be sold by druggists throughout the State, as a medicine, when such druggists do not possess either a Government or State license."

The department's opinion has been requested by many persons who have received this circular. At the outset we emphatically state that such whiskey may not be sold in this State without the proper liquor tax certificate. It has perhaps come to your notice that the State Commissioner of Excise brought suit to recover the full penalty of a pharmacist's liquor tax bond because he sold "Duffy's Malt Whiskey" without a prescription. One of the questions submitted to the court in that case was whether "Duffy's Malt Whiskey" was a liquor or a medicine. The trial court held it to be the former, and the Appellate Division sustained the decision.

Since then an application has been made for a new trial upon the ground of newly discovered evidence, and the Duffy Malt Whiskey Company was allowed to be heard in support of its contention. The motion was denied yesterday, and the department is preparing for distribution a complete printed record of the case for the information of the public.

The definition of the term "liquors" in section 2 of the Liquor Tax law has never been amended, so that the decision in this case is still applicable to "Duffy's Malt Whiskey." All that has heretofore constituted "trafficking in liquors" still constitutes "trafficking in liquors," the first five subdivisions of such definition not having been amended in any manner.

The addition of subdivision 6 does not restrict or limit the definition of "trafficking in liquors" as set forth in subdivisions 1 to 5, inclusive, nor the definition of "liquors" as this circular would lead you to believe, but merely declares that the provisions of the Liquor Tax law apply to the sale of liquids which the courts have not heretofore taken judicial notice of as liquor.

Whether the Duffy Malt Whiskey Company is liable to the United States Government for any tax as rectifiers and wholesale liquor dealers is immaterial. The Liquor Tax law does not relate to the manufacture or wholesaling of liquors, but it does relate to sale thereof as defined in section 2 of said act, and strict compliance with its provisions must be observed by all persons who thus traffic in liquor to insure them against civil and criminal prosecution for violation of said act.

Yours truly,

P. W. CULLINAN,  
State Commissioner of Excise.

#### Drug Adulteration in Massachusetts.

The last report of the State Board of Health shows the examination of 58 samples of drugs, 21 of which varied from the legal standard. The samples found to be adulterated were capsicum, extractum glycyrrhizæ, extractum zingiberis fluidum, gin, oleum cinnamomi, pilule ferri carbonatis, sodii phosphas, spiritus camphoræ, spiritus frumenti, tinctura iodi, tinctura nucis vomicæ, tinctura opii, quinine pills, strychn. sulphate pills, lithia tablets. The goods of a Worcester manufacturing house were subjected to examination and hypodermic tablets of strychnine sulphate, 1-60 grain, were reported as containing 1-40 grain; strychnine sulphate pills, 1-60 grain, as containing 1-30 grain; tincture of opium, as containing 0.68 Gm. morphine per 100 Cc.; Bland's pills, as containing 0.12 Gm. ferrous sulphate per pill, and quinine sulphate pills, 2 grains, as containing 1.3 grains per pill. Samples of lemon and orange extracts were obtained from a South Boston grocer. The lemon extracts contained 90.9 per cent. of alcohol, about one-half of which was methyl alcohol. The orange extract had 83.2 per cent. of alcohol, which contained a small admixture of wood alcohol.

## Obituary.

WALTER BRYAN, M.D.

Dr. Walter Bryan, professor of physiology and toxicology in the Brooklyn College of Pharmacy, was found dead in his office, 105 Madison avenue, Manhattan, on Monday, June 26. He was thirty-eight years old and a graduate of the College of Physicians and Surgeons. At a meeting of the Alumni Association of the Brooklyn College of Pharmacy the following resolutions of sympathy were adopted:

WHEREAS, The Divine Ruler, in His mighty, omnipotent wisdom has removed our noble friend and beloved fellow alumnus, Dr. Walter Bryan, and we recognize in his departure from among us the loss of one whose true manhood and sterling integrity was an example that will remain forever in our hearts, and

WHEREAS, The profession of pharmacy loses a distinguished worker, pharmacists a leader, and students a thoughtful and beloved teacher and guide, be it therefore

Resolved, That the Alumni Association of the Brooklyn College of Pharmacy extend to his sorrowing relatives its most sincere sympathy in their bereavement and mourn with them for the loss of a true man and beloved fellow alumnus.

Alumni Association, B. C. P.,  
JAMES E. McNAMARA, Secretary. EDWARD KLEINE, President.

WILLIAM H. CHESBROUGH.

William H. Chesebrough, who died in London on June 7, was long connected with the Chesebrough Mfg. Company, of this city, the manufacturer of vaseline. He was born in 1839, and at the outbreak of the Civil War offered his services to his country, becoming adjutant general of the Eighth Army Corps. He took part in both battles at Bull Run and in many of the engagements along the Potomac and the Rappahannock. After the war he made his home in New York and became associated with his brother, Robert A. Chesebrough, in the manufacture of petrolatum products. He was connected with the National Guard as adjutant general to General Shaler. When Gen. Robert C. Schenck was made Minister to England in 1870 he appointed Colonel Chesebrough, who had served on his staff in the war, Secretary of Legation at London. He held that post until 1876, when Minister Schenck resigned. Colonel Chesebrough then became the manager of the Chesebrough Company's foreign interests, and had his office in London. He is survived by his widow.

GEORGE H. WHEELER.

George H. Wheeler, who was for more than 50 years in the wholesale and retail drug business in Manhattan and Brooklyn, and who was a partner in the well-known drug firm of Wheeler & Bolton, with place of business at Fulton and Clinton streets, Brooklyn, died at his home in Brooklyn on Tuesday, May 30. He had been ill about three years. Mr. Wheeler was a native of Vermont. He was born on June 10, 1828, and when a boy shipped before the mast. After ten years of sea life he came to New York and established a drug business in Cherry street. He had lived in Brooklyn for the past fifty years, and was the first druggist to start price cutting. He retired from active business 11 years ago.

GEORGE W. KESSLER.

George William Kessler, one of the oldest and best known citizens of Altoona, Pa., and who established the first drug store in that city, in 1853, died of a complication of diseases incident to his advanced years, on May 19. Mr. Kessler retired from active business 13 years ago on account of failing health, but had been seriously ill but a few weeks. For several years Mr. Kessler clerked in drug stores in New Berlin and Hollidaysburg, and, in 1853, established the first drug store in Altoona. His place of business was located at 1308 Eleventh avenue, now occupied by H. B. Kantner, and he continued in the business there until 1892, when he retired, selling out to Dr. S. M. Sellers.

JOHN BYRNE.

John Byrne, president of the Ohio State Pharmaceutical Association and proprietor of the drug store at the corner of High and Spring streets, Columbus, died at his residence, 259-

East Gay street, June 2. Mr. Byrne was born in Ireland 58 years ago, coming to this country at the age of five and settling with his parents at Groveport. When the Civil War broke out, though a mere lad, he enlisted in Company B, 118th O. V. I., and was wounded at Resaca Mountain. He went to Columbus in 1881, and opened the store at High and Spring streets, its present location. Mr. Byrne was a member of the Knights of Columbus, the retail druggists' local association and the Board of Trade, and was elected president of the Ohio State Pharmaceutical Association at its last meeting in Cincinnati. He leaves a widow and one son.

#### WILLIAM SIMPSON.

William Simpson, who was elected president of the American Pharmaceutical Association at the Asheville meeting in 1894, recently died at his home in Raleigh, N. C., at the age of sixty-seven. Mr. Simpson had for many years been professor of pharmacy in Shaw University. He acted for several years as secretary and treasurer of the North Carolina Board of Pharmacy and was president of the State Pharmaceutical Association in 1882. He stood high in Masonic circles. He had a geniality of manner that had endeared him to a wide circle of friends.

#### CHARLES E. MARBLE.

Charles E. Marble, manager of the advertising department of the American Soda Fountain Company, died on June 9 at his home in Boston after a period of semi-invalidism extending over several years. Prior to taking a position with the American Soda Fountain Company Mr. Marble had made a reputation for daring originality in his advertising ideas as manager of the advertising department of the Liquid Carbonic Acid Company in Chicago.

#### SQUIBB.

Caroline L. F. C. Squibb, widow of Dr. Edward R. Squibb, died at her home in Brooklyn recently. Mrs. Squibb was a native of Philadelphia, and married Dr. Squibb in 1852. Mrs. Squibb leaves two sons, Dr. Edward H. and Charles F.; a daughter, Mary, who is the wife of Dr. J. C. Munro, of Philadelphia, and several grandchildren.

#### DIED.

ANDERSON.—In Boulder, Col., on Wednesday, May 24, C. T. Anderson, formerly of Pittsburgh, in the twenty-seventh year of his age.

BAIN.—In Cincinnati, Ohio, on Monday, April 10, Andrew Bain, in the sixtieth year of his age.

BOSCH.—In Brooklyn, N. Y., on Monday, May 1, Fred Bosch, in the forty-third year of his age.

BRANNON.—In Columbus, Ga., on Monday, May 8, Alexander Means Brannon, in the seventy-third year of his age.

BROOKS.—In Williamsport, Pa., on Wednesday, May 31, Hiram T. Brooks, in the sixty-ninth year of his age.

CARR.—In Logtown, Miss., on Friday, June 9, R. K. Carr, resident of Centerville, Miss.

CISSEL.—In Elizabeth, N. J., on Tuesday, May 2, Richard Samuel Thomas Cissel, in the eighty-third year of his age.

COTTER.—In Houston, Texas, on Friday, May 5, Robert Cotter, in the sixty-eighth year of his age.

CRAWFORD.—In Lebanon, Pa., on Thursday, April 20, Harry M. Crawford, in the eighty-sixth year of his age.

HANDY.—In Brooklyn, N. Y., on Wednesday, May 31, Emmet C. Handy, a traveling drug salesman.

HEATHERTON.—In New Orleans, La., on Friday, May 5, Thomas M. Heatherston.

KESSLER.—In Altoona, Pa., on Friday, May 19, George William Kessler, in the eightieth year of his age.

KINNERSLEY.—In Brooklyn, N. Y., on Monday, May 8, Augustus F. Kinnersley, in the eighty-fourth year of his age.

LEYSE.—In Milwaukee, Wis., on Thursday, April 20, J. B. Leyser, in the forty-fourth year of his age.

LOSTUTTER.—In Irvington, Ind., on Monday, April 10, Robert Lostutter, in the thirty-sixth year of his age.

McCLANAHAN.—In Albuquerque, N. M., on Sunday, April 16, Thomas McClanahan.

McGAW.—In Malden, Mass., William L. McGaw, in the forty-seventh year of his age.

NATTANS.—In Baltimore, Md., on Sunday, April 16, Arthur Nattans, in the sixty-second year of his age.

ORTH.—In Union Course, Brooklyn, N. Y., on Sunday, April 9, Alfred Orth, in the sixty-seventh year of his age.

PARSONS.—In Chicago, Ill., on Wednesday, May 10, John Parsons, in the seventy-sixth year of his age.

PRICE.—In Pittston, Pa., on Thursday, May 11, W. C. Price, in the fifty-sixth year of his age.

RHEINFRANK.—In Detroit, Mich., on Wednesday, June 14, John P. Rheinfrank, in the forty-ninth year of his age.

SCHUYLER.—In Mecklenburg, N. Y., on Monday, April 17, Dr. J. E. Schuyler, in the seventy-fourth year of his age.

SPILLER.—In Rockland, Mass., on Tuesday, April 4, Frederick M. Spiller, in the sixty-first year of his age.

TAGLIABUE.—In Brooklyn, N. Y., on Wednesday, April 5, Guy Tagliabue, in the thirty-ninth year of his age.

TANKESLEY.—In Chattanooga, Tenn., on Tuesday, April 18, Major Rufus M. Tankesley, in the sixty-ninth year of his age.

THOMPSON.—In Portland, Maine, on Saturday, June 3, Edward W. Thompson, of New Britain, Conn., in the fifty-fifth year of his age.

TUTTLE.—In Buffalo, N. Y., on Thursday, April 20, T. B. Tuttle, in the sixty-first year of his age.

UNANGST.—In Bethlehem, on Tuesday, May 30, Eugene P. Unangst, in the forty-ninth year of his age.

WEBER.—In St. Louis, Mo., on Sunday, April 23, Augustus H. Weber, in the seventieth year of his age.

WHEELER.—In Penn Yan, N. Y., on Tuesday, June 13, Theodore Wheeler.

WHEELER.—In Brooklyn, N. Y., on Tuesday, May 30, George H. Wheeler, in the seventy-seventh year of his age.

#### BALTIMORE NOTES.

The personal estate of the late Arthur Nattans, proprietor of the Read Drug & Chemical Company, who died some time ago, is appraised at not less than \$157,569.01 in the inventories filed in the Baltimore Orphans' Court May 26. All the property, with the exception of various small legacies, is left to members of the family. The income from some of the shares of stock goes to different employees, but reverts to the estate as soon as the beneficiaries cease to be employees of the company.

In the suit of Klingel's Pharmacy against the Calvert Drug Company, Sharp & Dohme, the Baltimore Retail Druggists' Association, John G. Beck, A. J. Corning and Owen C. Smith, on the charge that the defendants conspired to control the price of various preparations and to prevent the plaintiff from getting supplies, argument was made on June 3 by the defendants in the Superior Court. It is asserted that the declaration is vague and indefinite, and that the plaintiff is not entitled to recover. The suit is for \$50,000 damages.

A case important to druggists was recently decided in Circuit Court No. 2 of Baltimore. Williamson & Watts, who conduct a pharmacy at the southeast corner of Howard and Franklin streets, had been sued last winter by the owner of the premises for alleged violation of the lease. They contended that under the lease the firm had no authority to conduct a telephone pay station, receive express packages, manage a postal sub-station or otherwise go outside the strict province of the drug business in the use of the premises. The decision was against the owners of the building, who are also ordered to leave the cellarway of the premises unobstructed and to pay the costs of the case.

## Greater New York News.

Judgment has been entered against the Renovo Medical Company in favor of the City of New York for \$307.09.

C. L. Gleeson, formerly secretary of the firm of Fitzsimmons, Gleeson & Co., is now general sales agent of P. E. Anderson & Co.

John A. Schellings, B. C. P., '97, has resigned his position with R. Burkhardt, 1241 Broadway, Brooklyn, to accept one with B. Taub, 175 Park row, Manhattan.

All wholesale drug firms in the downtown section were closed on Monday and Tuesday of last week, July 3 and 4, thus giving employees an extra holiday and enabling them to enjoy a rest from Saturday noon until Wednesday morning.

Karl Fritzsche, of Fritzsche Bros., and also of the firm of Schimmel & Co., Millitz, Germany, sailed for Europe on July 4 after having made an extended trip throughout the West in company with F. E. Watermeyer of the New York office.

Frederick B. Perry, manager of the New York office of the Powers-Weightman-Rosengarten Company, has been quite ill and unable to be at his desk. During his absence P. A. Loring, the company's Eastern representative, has been in charge of the local office.

The many friends of Oscar Loeffler, of Britt, Loeffler & Weil, extend to him their hearty congratulation on his marriage to Miss Lillian M. Giebelhouse, which took place on June 8, 1905, at the Marble Collegiate Church, Fifth avenue and Twenty-ninth street. After an extensive wedding trip they will take up their residence in Harlem.

Otto Raubenheimer, 1341 Fulton street, Brooklyn, is the inventor of a nonexplosive benzin, with which he is meeting great success. It will be recalled that Mr. Raubenheimer has written several papers describing his invention, and one of these was read at a meeting of the American Pharmaceutical Association. The name of his preparation has been copyrighted under the title, "Safe-T-Benzin."

The death of John Hay, Secretary of State, evoked many demonstrations of sympathy and condolence and flags were flown at half mast on all of the municipal, State and Federal buildings; but it remained for one New York pharmaceutical manufacturer to show his grief at the national calamity by half-masting a flag in front of his premises. This flag was displayed at 53 Warren street, the home of pepto-mangan (Gude), by M. J. Breitenbach.

Ed. G. Wells, well and favorably known in the drug trade through his long connection with Crittenton & Co. and the M. J. Breitenbach Company, returned to New York last Thursday from an extensive tour of the Western part of the country. He left New York nearly six months ago for a tour of lower California and from there he went to Alaska, but his itinerary included nearly all the principal cities and places of interest on the Pacific Coast. On his way East he visited Vancouver, Banff and Winnipeg. Mr. Wells was accompanied by Mrs. Wells, and during their wanderings they wore out three bicycles. Judging from a postal card mailed at Chicago a few days prior to his arrival in this city he must have been reduced to hard straits, for the postal card gives a representation of the genial traveler walking the ties (!). Mr. Wells has a host of friends in New York who will be glad to welcome him to his old haunts.

### The State Board Election.

The election of a member of the middle section of the State Board of Pharmacy to succeed G. H. Merritt, whose term expires this year, excited the liveliest interest and a large vote was polled. The election took place upon the adjournment of the third sitting of the State Pharmaceutical Association in the ballroom of the United States Hotel, Saratoga Springs, at

noon, June 28. C. H. Calkins, of Elmira, presided over the meeting and W. B. Bunker, of Utica, acted as secretary. Mr. Merritt was a candidate for re-election and was opposed by John Hurley, of Little Falls, who was the subject of many eulogistic speeches by his supporters. The number of votes cast was 188, of which Mr. Hurley received 111 and Mr. Merritt 77. Mr. Hurley was accordingly declared elected.

## WESTERN NEW YORK.

**Soda Season Opens with a Rush—N. A. R. D. Organizers at Work—Direct Contracts Enforced—Drug Clerks Scarce.**

*(From Our Regular Correspondent.)*

Buffalo, July 6.—There is hope in the breasts of the Buffalo druggists, and as it comes from more than one source there is reason for hoping that the worst of the troubles are over. In the first place the extreme dullness in the trade seems to be over. The cold spring so severely prolonged the poor trade of the winter that it seemed hardly worth making an effort to save it, so that discouragement over the outlook, aggravated so greatly by price cutting, was pretty nearly complete. The change now is largely on account of the opening of the soda water season with a rush, and the general improvement of all trade through the arrival of more seasonable weather. With the amount of trade what it was so long it was really the chief reason for discouragement.

### CUT RATE SITUATION MORE HOPEFUL.

As to the efforts to stop cutting prices the officers of the Erie County Pharmaceutical Association having the matter in hand are still exercising much caution and do not give out the scheme in any detail, but it is learned that Organizer Clark, from the management of the N. A. R. D., has just arrived and joined the forces already at work, so that it would seem that there are workers enough to bring something about if the thing is possible. It is well known that all the cutters, department stores as well as others, are very sick of the present state of things, especially as there are now so many in it that a mere spring flurry, as it used to be called, for the purpose of advertising, has grown into an all-year plan and it is getting to be a great burden. Results of the effort to stop the cutting are expected soon.

### DIRECT CONTRACT WORKING SMOOTHLY.

As to the direct contract and other plans for protecting this or that specialty, all are reported to be succeeding well. There are some half dozen proprietaries held up on the Miles plan and perhaps as many more on the St. Louis Club plan, and if there is failure to live up to either the fact does not seem to be known, as all reports are favorable to success. Of course, to cover the entire field in any such way involves an amount of work and watchfulness that can be recommended only as a last resource, so the effort to stop the operations of the cutters direct is a much more satisfactory proceeding.

### REGISTERED BY THE WESTERN BRANCH.

The Western Branch of the State Board of Pharmacy, at its special June meeting, examined the following successful candidates for licenses:

Pharmacist—Albert S. Bayliss, Mark V. Loveland, Lockport; Joseph H. Callahan, Watertown; Harry S. Crawford, Percy L. Hanks, Belfast; Arthur H. Eaton, William C. Hammond, William J. Henk, Frank M. Inglis, Edward E. Joslyn, Andrew B. Kraemer, Chester A. Leighton, John C. McKeogh, Rudolf C. Miller, Harold T. Olendorf, William J. Tilley, Buffalo; Thomas R. Morgan, East Mauch Chunk, Pa.; Philip H. Nelson, Batavia; Charles H. Pusyback, Salamanca; Joseph E. Wardner, St. Regis Falls.

Druggist—Anthony J. Cetola, Richard H. Chisholm, Edward I. Dembrowski, John W. Kellner, Alfred C. Wilkins, Buffalo; Joseph R. Collinson, Olean; John L. Haskall, Jamestown;

Herold Richardson, Toronto, Canada; Harold F. Rising, Warsaw.

The positions of the licensees, so far as reported—a few having none—are as follows: Messrs. Bayliss and Loveland are with C. W. Parsons in Lockport; Mr. Crawford is proprietor of a store in Belfast; Messrs. Eaton and McKeogh are in the Cahoon-Lyon drug store in Buffalo; Mr. Hammond is with John Tilma, Buffalo; Mr. Henk is in business for himself in Buffalo; Mr. Inglis is a college student; Mr. Joslyn is at Blight's Pharmacy, Walden avenue, Buffalo; Mr. Kraemer is at R. V. Pierce's, Buffalo; Mr. Miller is in the United States Navy; Mr. Olendorf is with H. V. Reese, Buffalo; Mr. Pusyback is with the Krieger Drug Company in Salamanca; Mr. Tilley is in the Hilligass drug store in Buffalo; Mr. Wardner is proprietor of his own store in St. Regis Falls; Mr. Cetola is with the Dwyer Pharmacy in Buffalo; Mr. Collinson is in the Palmer store in Olean; Mr. Dembrowski is with Frost in Buffalo; Mr. Halsall is in the Briggs Pharmacy in Jamestown; Mr. Kellner is with Richter, at Broadway and Bailey avenue, in Buffalo; Mr. Rising is with Hoffstetter in Warsaw; Mr. Wilkins is with Hosmer in Buffalo.

The above list shows the remarkable demand there is for good drug clerks everywhere. With so many colleges teaching the specialty and such a general liking for such a clean business, it would seem that at least the pharmacy college towns would be overrun with clerks, but the very opposite is the case. In Buffalo at least they are always more or less scarce. With the new prerequisite law in force they will be still scarcer—and better.

#### DRUG BRIEFS FROM WESTERN NEW YORK.

James Mason, for some time in business for himself in Buffalo, has a position with Stoddart Brothers.

Buffalo druggists are always leaders in Masonic proceedings, and have taken large part in the late meeting of the Shriners at Niagara Falls.

A. H. Reimann, whose drug store is at Tupper and Franklin streets, Buffalo, went to the hospital lately for an operation on his ankle, the bone having to be scraped to cure an injury that at first was not considered serious.

The name of the new drug firm at East Aurora is Sprague & Cummings. George H. Sprague was with A. H. Reimann and Edward M. Cummings with Hosmer, in Buffalo. They have the store of the late F. W. Gardner.

Secretary Reimann, of the Western Branch of the State Board, was very sorry not to be able to attend the meeting of the State association, but the absence of his regular store manager on sick leave kept him at home.

Three fellows got away with \$75 to \$100 from the drug store of Edward S. Field in Buffalo after midnight recently. One went to the telephone, another pretended to want something from the showcase farthest from the cash register and the third carried off the till.

#### AMONG THE TRAVELERS.

Schiffelin & Co. are sending us again their valued traveling salesman, L. D. Worden, who always covers the ground with satisfaction to both the seller and the buyer.

C. J. A. Fitzsimmons is back on the route of what was Fitzsimmons, Gleeson & Co. looking after the sale of crude drugs and materia medica with all his former activity and success.

P. R. Lance continues to cover the Buffalo district in the interest of the manufacturing chemistry house of William R. Warner & Co. He was with us late in June.

E. H. Powell, long the "steady" purveyor of the druggists' goods prepared by the New York house of Lehn & Fink, was also in Buffalo during the last week in June on his usual errand.

W. G. Conklin, who usually gives us a long call when he comes in to sell the glassware and druggists' sundries of the Whitall Tatum Company, gave us a few days last month in the interest of business.

#### MASSACHUSETTS.

#### A Successful Meeting—N. A. R. D. Affiliation Renewed—Interchange of Certificates Illegal—Drug Adulteration.

(From Our Regular Correspondent.)

Boston, July 5.—The recent meeting of the Massachusetts State Pharmaceutical Association at Gloucester had for features a large attendance and much enthusiasm, despite the persistent rain. President La Pierre was the recipient of many compliments for the dignity, skill and fairness with which he conducted the meeting. His address was a progressive and able paper. Secretary Geurin filled the difficult role in the usual commendable manner. He reported the membership as 806; subsequently the names of many new members were presented. John H. Manning, of Pittsfield, now retired, was made an honorary member. One hundred and seventeen members were dropped from the rolls for nonpayment of dues.

#### THE LEGISLATIVE YEAR.

There were several reports from committees. W. W. Bartlett, Ph.G., legislative counsel, submitted a statement of the legislative doings for the past session. All told there were 43 bills relating to pharmacy. Later Mr. Tilden spoke on this report and asked instructions on two of the measures which were likely to be heard from at the next session. One was to eliminate the certificate of the Board of Pharmacy and the other was to abolish sixth-class liquor licenses. The convention did not adopt this suggestion.

#### OBJECTIONABLE ADVERTISING CONDEMNED.

J. G. Kilburn reported for the Committee on Trade Interests. As a result of this report a resolution was adopted condemning objectionable advertising of certain manufacturers, and it was also voted to remain affiliated with the N. A. R. D. The question of druggists not being held responsible for goods purchased in good faith of manufacturers, wholesalers and bottlers was referred to the Committee on Legislation. The Committee on Papers and Queries reported that it had papers from H. D. Smith, H. F. Gerald and J. Arthur McCoy.

#### REPORTS OF DELEGATES.

Hon. W. J. Bullock read an enthusiastic report from the delegates attending the N. A. R. D. convention. Reports were also received from the Vermont, Connecticut and New Hampshire associations. The idea of holding a joint convention of all of the Northeast associations in or near Boston in the immediate future was received with approval.

George W. Cobb reported for the Committee on Local Organizations. He finds there are about 3,000 druggists in the different local associations. Prices have been advanced and in many of the smaller places to full figures.

#### VISITING DELEGATIONS HEARD FROM.

In response to President La Pierre's invitation Connecticut was represented by Secretary Rapeley, New Hampshire by President Grace and Rhode Island by the members of the State Board. These gentlemen were given the freedom of the floor and made brief addresses, as was Mr. Brewer, of Worcester, representing the N. W. D. A. J. T. Wetherall also spoke for the Proprietary Association. He urged co-operation between retailers and proprietors and asked assistance to combat the various patent medicine bills which are annually being introduced in the various States. He believed a formula requirement would be unconstitutional.

The nominations and the propriety of allowing new members to vote for nominees called forth much discussion. The fledglings were finally allowed to cast their ballots.

Secretary Hubbard, of the M. S. P. A., announced that a complete list of registered pharmacists would shortly be published. In regard to interchanging certificates, the Attorney-General had decided that the Bay State law did not allow it. The matter of co-operating with the Ohio Valley druggists con-

cerning a druggists' fire insurance company was referred to the Committee on Trade Interests.

#### PERMANENT FUND TRUSTEES

were elected, as follows: Henry Canning, Boston; F. E. Mole, Adams; W. F. Sawyer, Boston. W. D. Wheeler, Ph.G., was elected delegate to the State Board of Trade for three years. The president is to appoint a committee of five to urge upon the Governor the necessity of appointing a druggist to the State Board of Health. He is also to name three druggists to be presented by the committee.

The Gloucester locals covered themselves with glory, everything but the banquet being free. The trolley rides, owing to the elements, were abandoned. On the first night there were a lecture on The Grand Cañon of Arizona, music and dancing. Following the banquet the next night there was a musical entertainment. On the last day there was a boat trip in the bay, but it was wet and rough. While on the steamer L. G. Heinritz, in behalf of the members, presented Secretary Fred. A. Barker of the local committee with a silver loving cup. Mrs. Barker and Mrs. Albert S. Maddocks of the local ladies' committee were presented with silver cream pitchers.

Peter J. McCormick, the new president, is receiving the congratulations of a host of friends on his recent election. He lives in Charlestown. Mr. McCormick is a prominent member of the Morning Glory Club, the Charlestown Veteran Volunteer Firemen's Association, Catholic Literary Union, Bunker Hill Council, Knights of Columbus; Charlestown Club, St. Mary's Conference of the St. Vincent de Paul Society.

#### SUIT FOR MALICIOUS PROSECUTION.

Frederick M. Gardner, of this city, has brought suit against Hunking & Christie, of Haverhill, for alleged malicious prosecution, and claims \$20,000 damages. Some time ago Gardner was arrested on a charge of attempting to extort \$200 from Hunking & Christie and brought before the U. S. District Court. Gardner was acquitted, and now brings this suit to recover damages for the injury he claims that his business and reputation suffered.

#### VERDICT AGAINST ELECTRIC LIGHT COMPANY SET ASIDE.

Recently Pierre N. Brunnelle, of Lowell, was given a verdict of \$4,995 by a jury against an electric light company of that city for personal injuries due to an electric shock sustained while using a portable incandescent light in the cellar of his store, October 12, 1903. This verdict has now been set aside by the Supreme Court upon legal grounds and Mr. Brunnelle will probably try the case again unless the parties arrive at a settlement.

#### THE PRACTICAL JOKER AT WORK.

Charles H. Hartwell, Southbridge, was badly injured at Field's Point, R. I., June 29, while celebrating with the Shriners. He held a large powder cracker in his hand, intending to ignite it. A practical "joker" touched it off without Mr. Hartwell's knowledge. The explosion tore his hand badly. He was treated at the Rhode Island Hospital and sent home.

#### TALKED ABOUT.

Oswald E. Lenesac, a clerk, formerly of New Bedford, was drowned while bathing on June 25 at Warren, R. I.

Malden's Board of Aldermen recently voted to grant 20 druggists of that city sixth-class licenses. Petitions from about a dozen other applicants were unacted upon.

The United Drug Company boasts of a ball team styled the Rexalls. They are looking for games with other ball teams representing the drug trade. The players are said to be very proficient.

The new building of the Lowell General Hospital, Lowell, made possible by the \$155,000 gift of Frederick Fanning Ayer, of New York, was opened on June 21. The young women of the J. C. Ayer Company are also interested in this hospital work. They recently held a fair and raised thereby \$800 to assist in furnishing the building.

#### CANADIAN NEWS NOTES.

(From our Regular Correspondent.)

H. B. Connor, druggist, of Teeswater, Ont., has disposed of his business to R. E. Campbell.

John Nelson has acquired the drug business of W. W. McKeague, Louise Bridge, Man.

F. W. Fraser, of the firm of J. D. B. Fraser & Sons, druggists, of Pictou, N. S., is dead.

Dr. S. K. Harvie has purchased the drug business of W. J. Atchison, of Moyle, B. C.

J. Gillespie, druggist, of Fort William, Ont., will shortly occupy a handsome new store on May street.

Senator Fulford and wife have returned to Brockville after a four months' European trip.

The Toronto Drug Trading Company has purchased from J. W. Laurence the three-story brick factory at 8 Ontario street, Toronto, for \$12,000, and taken possession.

W. Robertson, a recent graduate of the Manitoba College of Pharmacy, has been engaged as manager of the Winnipeg Drug Hall.

Among the business places destroyed by the fire which devastated the mining town of White Horse, in the Yukon Territory, on May 23, was the Nicholls drug store, with an estimated loss of \$5,000.

At the recent examination of the Ontario College of Pharmacy, Toronto, the John Roberts Scholarship and John Roberts Medal were awarded to Fred. E. Morrison, of Brantford, Ont.; the College Gold Medal to J. Elver Souder, of Preston, Ont., and the College Silver Medal to A. J. Brownlee, Ottawa, Ont.

T. H. Atkinson, of Ynur, B. C., was tried last month at the Assizes, at Nelson, B. C., on the charge of having set fire to his drug store at the former place. There was no evidence against him and he was acquitted, as it was evident that the accusation originated in scandal set afloat by malicious persons. A very sad feature of the case is that Mrs. Atkinson some months ago committed suicide, owing to being socially ostracized on account of the suspicion wrongfully attaching to her husband.

The Burgess-Powell drug store on Yonge street, north of King street, Toronto, was broken into on the night of June 1, and \$150 in cash and a silver bar of a quarter of a pound in weight taken. The robbery was one of the boldest on record, as the store is in a central position with policemen frequently passing. The glass in the transom over the door was broken in, and the burglar climbed through the opening. The police arrested Rupert Bassman, 20 years of age, a former employee of the firm, on suspicion of being connected with the robbery. Bassman thereupon confessed to the crime. The bulk of the stolen money was recovered.

#### Colleges Recognized by the Ohio Board.

Secretary W. P. Ogler, of the State Board of Pharmacy, has given out the following list of colleges and schools which have agreed to meet all the requirements of the Ohio State Board of Pharmacy relating to entrance examinations and courses of study: Department of Pharmacy, Ohio State University, Columbus, Ohio; Department of Pharmacy, Ohio Medical University, Columbus, Ohio; Cincinnati College of Pharmacy, Cincinnati, Ohio; Cleveland School of Pharmacy, Cleveland, Ohio; Toledo College of Pharmacy, Toledo, Ohio; Scio College of Pharmacy, Scio, Ohio; Philadelphia College of Pharmacy, Philadelphia, Pa.; Albany College of Pharmacy, Albany, N. Y.; Buffalo College of Pharmacy, Buffalo, N. Y.; New York College of Pharmacy, New York City, N. Y.; Northwestern University College of Pharmacy, Chicago, Ill.; Department of Pharmacy, Purdue University, Lafayette, Ind.; Department of Pharmacy, Vanderbilt University, Nashville, Tenn.; Department of Pharmacy, University of California, Berkeley, Cal.; Department of Pharmacy, Iowa University, Iowa City, Iowa; Department of Pharmacy, University of Michigan, Ann Arbor, Mich.; Department of Pharmacy, University of Wisconsin, Madison, Wis.

## PENNSYLVANIA.

**Good Work of the Philadelphia Association on the Telephone Situation—Association Stronger Than Ever—A. Ph. A. Entertainment—McIntyre as an Athlete.**

*(From Our Regular Correspondent.)*

Philadelphia, July 6.—The Philadelphia Retail Druggists' Association is not only doing good for its members in regard to the keeping up of prices on proprietary medicines, but it looks after their interests in all transactions in which the drug trade is interested. For the past few years there have been many telephones introduced in the drug stores in this city by the telephone companies. While these telephones are what are known as "pay station" 'phones, a small percentage of the receipts goes to the druggist. It appears that in many instances the telephone service was very small and there was not enough inducement offered by the telephone companies to have the 'phones retained. At that point the Philadelphia Retail Druggists' Association took the matter up and it has secured from the telephone companies considerably better terms. At the meeting on Friday last the matter was submitted to the members and the telephone question was referred to a proper committee. There is no doubt but that the report will be adopted. It will give to the members not only a telephone service at a little cost, but will also pay them for the space they give up to this service.

**DUES PAID CHEERFULLY.**

No trouble is found in collecting the dues from the members of the P. R. D. A. This is considered remarkable, especially as the dues are now \$8 a year, when they were formerly only \$4. Then there was some trouble experienced in getting the members to come promptly forward and settle their accounts. Since the dues were doubled there has been a large increase in the number of the members. This, it is claimed, has been brought about because the local association has something more to show than mere resolutions. It has produced results and the druggists are not adverse to paying for something which is of material and tangible benefit. An officer of the association said to the *AMERICAN DRUGGIST* correspondent that there was never a time in the history of the organization when it was as strong as it is now. All this, he claimed, had been brought about by the maintaining of the price-list and the adoption of similar plans by other cities as well as a number of large manufacturing houses. The roll of membership is increasing steadily. At every meeting new members are admitted and it is believed that before the year is out every representative retail druggist in this city will be a member of the Philadelphia Retail Druggists' Association.

**SUMMER DULLNESS AT HAND.**

For the next two months there will be a falling off in the retail drug trade of this city. This is expected by the druggists who generally make preparations to do all the repairing that is required in the months of July and August. This year will be no exception. There have been a large number of permits taken out for alterations and in a number of instances large additions are to be made. The style of architecture pertaining to a drug store has changed, and there is now no resemblance to the old store by the modern ones. Besides keeping their drugs prominently displayed there is more of a desire to set forward certain articles that appeal to the feminine taste and vanity.

**THE ANNUAL MEETING OF THE AMERICAN PHARMACEUTICAL ASSOCIATION,**

which is to be held at Atlantic City in September, promises to be a gala event. It is the intention to give the members a good time, and every effort is being made to see that they get all that is coming to them and more, too. Some time ago the Philadelphia College of Pharmacy appointed Professors Kraemer, Remington, Sadtler, Lowe and Mr. Wilbert a committee to provide certain things for the welfare of the visitors. Since then President French has added to the committee by the appointment of alternate delegates, who will also act as an advisory committee with the regular delegates in providing entertainments for the members of the American Pharmaceutical

Association, their wives and sweethearts, sisters and other fellows' sisters. This committee is as follows: M. N. Kline, E. M. Boring, Miers Busch and W. L. Cliffe.

**ECHOES OF THE BEDFORD SPRINGS MEETING.**

The Entertainment Committee, as usual, made use of every opportunity to introduce new features into the entertainment at the recent meeting of the Pennsylvania Pharmaceutical Association. A carnival was arranged by Chairman Bransome. H. C. Blair proved himself to be a veritable glutton for prizes, carrying off four; Professor La Wall two, Professor Stroup one and N. A. R. D. Organizer Burrows three. The carnival again demonstrated the fallacy of Dr. Osler's theory. The cheering crowds were stupefied and then delighted by the announcement that the only Wm. McIntyre, who had entered one of the races with such athletes as Blair, La Wall, Burrows and others, not only remained to the finish, but actually came in a winner. The association will hold their next meeting at Glen Summit, near Wilkes-Barre.

**MINOR NEWS ITEMS.**

J. P. Frey is again trying to break the record for deep sea angling.

Charles Leedom and wife are spending a well deserved vacation in Virginia.

Chas. Roberts, a well-known drug salesman for Smith, Kline & French Company, was found dead in bed on June 30.

M. S. Apple, of Fifth and Cambria streets, is still devoted to the art of Isaak Walton, making regular weekly trips to the mountains in quest of the gamy trout.

John Wood, formerly of H. K. Wampole & Co.'s selling force, who recently bought out Marshall Brothers on Market street, is making extensive alterations and expects to have one of the finest stores in this section.

Henry C. Blair, accompanied by a party of five friends, will start on a canoe trip down the Delaware River from Hancock, N. Y., on July 10. Mr. Blair is an expert canoeist and angler and to share in his annual canoe trips is a rare treat.

Miss Anna Lescure, a graduate of the Philadelphia College of Pharmacy and for some years apothecary in charge of the Insane Department of the Pennsylvania Hospital, was recently married at her residence in this city.

A. L. Wolcott, representing the Welch Grape Juice Company, has opened quite an establishment on the Boardwalk at Atlantic City and reports that business is better than for the past two years. He makes weekly trips to the shore and loses no time when there in "boosting" the interests of the Welch Grape Juice Company.

M. N. Kline is now engaged in assisting the Mayor in conducting the affairs of the city. That is, he, with 13 other representative gentlemen, is advising the Mayor what to do. Mr. Kline is never happy unless he is working in the interests of his fellow men. He is a prominent member of several committees which are in no way connected with the drug business, but all of which have something to do with either the affairs of city or State or the health of the people.

E. R. Gatchel, of Tenth and Spring Garden streets, is suffering from a relapse of "trolleyosus," which malady seems to strike him about this time every year and takes the form of extended trolley trips to various places within 100 miles of Philadelphia. Mr. Gatchel has become quite an authority on the trolley systems of this and other cities, and his enthusiasm for that form of enjoyment seems as keen as ever. He is usually accompanied by a doctor and an undertaker, so that he goes, as it were, armed for all conditions.

Manager Rohrman, of the Philadelphia Wholesale Drug Company, has had another attack of sickness which incapacitated him for work for several days. On Monday last he returned to his office, but he was quite weak. Mr. Rohrman has been the main builder of this company and it is thought a good long rest would be of great benefit not only to him, but to the corporation. The business under his management has grown rapidly and larger quarters will have to be secured. Even with the additional room it is thought it will not be long before a still larger building will be necessary.



## THE WEST.

Preparing for the N. A. R. D. Meeting—Big Convention at Boston—The Veterans Meet—A New Scheme on Water Trade—Non-Registration of Apprentices.

(From Our Regular Correspondent.)

Chicago, July 5.—Preparations are being made already by Illinois druggists for the N. A. R. D. convention, which is to take place at Boston in September. It is believed at N. A. R. D. headquarters that the sessions will be the best attended of any in the organization's history. It is too early as yet to give a guess as to the number of Westerners that will be on hand when the gavel falls September 18, but it is practically certain that the attendance will be very large. A number of topics of great interest to the trade are to come up for discussion.

## JAMIESON DAY WITH THE VETERANS.

About forty old time druggists and guests attended the Jamieson day celebration of the Chicago Veteran Druggists' Association June 21. Each wore a carnation that had been pinned on by Mrs. T. N. Jamieson, wife of the host. The party boarded a tally-ho at John Block's store and rode through the boulevards and parks to the White City, where a banquet was served. A number of toasts were proposed, as follows: Mr. Bodemann, "Our Host"; Mr. Woltersdorf, "Our Guests"; Mr. Engelhard, "Colleagueship"; Mr. Forsythe, "Auld Lang Syne"; Mr. Ebert, "Our Association"; Mr. Patterson, "Our Anniversary," and Mr. Biroth, "Our Departed Friends." Mr. Jamieson delivered a toast on the German word "Gernuethliche" that was deserving of especial mention. The association is composed of the veteran druggists of the city, who are banded together for good fellowship and to preserve the old traditions. Their meetings are not frequent but are always interesting.

## ATTEMPT TO REVOLUTIONIZE THE WATER BUSINESS.

A novel scheme will probably be proposed at the next C. R. D. A. meeting, which takes place during the coming week. The plan is devised for the purpose of regaining the water business, which was formerly quite an item in some stores. The druggists have found that after they find a customer for the present companies little more is expected of them. The company takes the customer off the druggist's hands and supplies him direct. It is now suggested that the druggists ought to band together and buy water by the barrel, bottle it and sell it direct. This plan has been proposed because the price has recently been increased.

## REGISTRATION OF APPRENTICES.

The State Board of Pharmacy has found out that there are at least one hundred young men employed in Illinois drug stores as apprentices who have not been registered—this in spite of continually repeated warnings that the time of an apprentice does not begin to count until he has been registered. It seems that some employers tell the applicants for positions to disregard the registration as unnecessary. The law on this point is plain, that all must register or the time they put in is not counted on the apprenticeship term.

## CHICAGO NOTES.

The Norwich Pharmacal Company has obtained a three years' lease on the property at 92 Franklin street.

James R. Guthrie has opened up a drug store at Forty-seventh street and Evans avenue.

Karl Lindell, Michigan avenue and Thirty-first street, was seriously injured recently as the result of the explosion of a soda water tank.

Iver Quaies, president of the Social Drug Club, is seriously ill at the Deaconess Hospital with typhoid. At present no one is permitted to visit him.

John F. Bachmann, the Chicago druggist, is back from a trip to the Old World that lasted four and one-half months. During his absence he visited Europe, Egypt and the Holy Land.

Baseball games have been frequent during the last few weeks among teams composed of druggists. The plan of having such meetings on the diamond has made a big hit among the younger druggists.

The Social Drug Club is to give its first basket picnic next Monday at Glenwood Park. The members and guests will be carried out on a special train over the Aurora, Elgin & Chicago electric line.

## OHIO.

Business Booming in the North—Benton, Hall & Co.'s Store Has a Narrow Escape—News of the Ohio Trade.

(From Our Regular Correspondent.)

Cleveland, July 5.—Business in this city has shown a steady increase for the past week or more, since the advent of warmer weather. Reports from the Health Department show that there has been more sickness than usual also, which would naturally make a better prescription trade. Jobbers say their business in outside territory has shown an improvement during the past few days.

## NARROW ESCAPE FROM A BIG DRUG FIRE.

The large wholesale drug house of Benton, Hall & Co. had a narrow escape from fire last week. The blaze originated in the Willard Storage Battery Company's building, which adjoins the rear of the drug house on the north. The heat was fierce against the walls of the structure, but it was saved by standard fire shutters with which the windows were provided. Fire ate its way in under the ceiling of a connecting hallway of two portions of the building, but three heads of the sprinkler system opened and extinguished this. The only loss was from water, and this was small. Another building on the north of the Willard building had solid iron shutters on the windows, but these warped and allowed the fire to enter. The stock was badly damaged and the two upper stories of the building were wrecked. Standard shutters are made of wood and lined outside and inside with sheet iron.

## NORTHERN OHIO NEWS NOTES.

J. H. Russell has been appointed receiver for the Hooper Drug Company, 402 Adams street, Toledo. The store will be operated by the receiver until the stock can be sold.

The Scio College of Pharmacy and Chemistry has been incorporated with \$20,000 capital stock, by C. F. Barnes, H. W. Shroyer, H. D. Starkey, H. C. Kroft and G. O. Canaga.

Dr. William C. Miller, one of the best known druggists of Hamilton, died June 21 at the age of fifty-eight, after a long illness.

Dr. Roy Hunter, a prominent physician and druggist at Wapakoneta, was married some days ago to Miss Christine Yeager, of Harrison, Ohio. The wedding took place at Walkerville, Ontario.

Fred. J. Merry, manager of the Hooper Drug Company of Toledo, has been appointed receiver of the National Chewing Gum Company, under bond of \$2,500. Suit to dissolve the corporation was filed some time ago, and this is the cause for the appointment of a receiver.

Robert G. Freeman, of the firm of Myers & Freeman, druggists, at Main and Eighteenth streets, Columbus, has been found guilty of selling poisonous drugs to a minor and was fined \$20 and costs in police court. His arrest followed the suicide of Mrs. Lawrence Beck, jr., on June 11.

The Leroux Medicine Company, of Toledo, has brought suit against James Leroux, doing business as the Leroux Medical Company, to enjoin him from using its trade-mark. Leroux started the first company to manufacture a blood remedy, but after getting into financial difficulties the business was sold to Peter Gendron. It is claimed Leroux has again gone into business and is manufacturing a medicine under the same name and using the first company's trade-mark, in order to take advantage of the extensive advertising it has received.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

New York, July 8, 1905.

Trade in drugs and chemicals during the past fortnight has not been of a very active character, but this was to be expected in view of the season of the year and the break caused by the national holiday. Business is perhaps quieter than usual, orders from interior sections being less numerous and individual selections smaller in comparison with those of previous reports. Strictly new features are almost entirely lacking, though opium is held with more confidence and values are higher. Quinine receives very little attention, business being limited to jobbing transactions. The menthol situation is unchanged, though some strength has been imparted to the market by cables from abroad advising higher prices on account of depleted stocks and most holders of spot goods name a fractional advance. In the market for essential oils several staples show fluctuations toward a lower range and these are noted in the detailed report which follows. Prices on the whole are fairly firm and there are no indications of any serious breaks despite the lessened interest in all departments.

#### HIGHER.

Opium,  
Menthol,  
Ipecac root,  
Cramp bark,  
Bayberry bark,  
Citronella oil,  
Grindelia robusta,  
Celery seed,  
Spermaceti,  
Quicksilver,  
Coriander seed, bleached,  
Worm seed, Levant.

#### \*LOWER.

Ergot,  
Juniper berries,  
Saffron flowers, American,  
Peppermint oil,  
Cajuput oil,  
Tansy oil,  
Wormwood oil,  
Saltpetre, crude.

### Drugs.

Alcohol, grain, continues held at the recent advance to \$2.43 net, and about the usual jobbing demand is being met at this figure. Wood is jobbing slowly but the market is maintained at the previous range of 70c to 75c for 95 per cent, and 97 per cent, respectively.

Alon does not offer below 4c, increased firmness having been imparted by the stronger position of the crude material.

Balsam copaiba, Central American, has sold fairly well during the interval in a jobbing way at prices within the range of 30c to 33c for Central American and 35c to 36c for Para.

Balsam fir, Canada, continues to reflect the influence of competition among holders, and \$3.10 to \$3.20 is generally named, though up to \$3.50 is asked in some quarters, according to quantity, quality and seller.

Balsam Peru is without new feature of interest either as regards price or demand. The few small transactions that came to the surface were at \$1.00 to \$1.05.

Balsam tolu, has continued dull and slow of sale in the face of light trade requirements, with quotations nominally 21c to 22c.

Bayberry bark is in small supply and holders, in consequence, are reserved in their offerings. The firmer feeling has influenced dealers to mark up quotations to the range of 9c to 10c.

Buckthorn bark is easier for goods to arrive, and while spot goods are held at 6c to 7c, 5½c is named for forward supplies.

Cascara sagrada is wanted only to a moderate extent, but values are firmly maintained at 8¾c to 10c, as to age and quantity.

Cassia buds continue held at 18c to 18½c, and small sales are making at this range, though it is believed that a firm bid on a round lot at a fraction under the inside figure would result in business.

Chamomile flowers, new crop German, are offered to arrive at 9½c, while spot goods are held at 10c to 15c. Old Roman flowers offer at 19c and new are quoted up to 23c.

Cinchonidine sulphate is jobbing very slowly at our quotations of 14c to 15c, while round lots are offering from second hands at 12c to 15c.

Coca leaves are wanted to a moderate extent only, but values are firmly maintained at the range of 19c to 20c for good to prime Truxillo.

Codliver oil is seasonably quiet at unchanged quotations. Despite a smaller catch of fish the yield of oil for the season just closed is nearly 20,000 barrels more than last year at the same time.

Cramp bark has sold actively during the interval and values are a shade firmer, with spot quotations advanced to 7c. to 8c.

Elm bark has developed a slightly easier tendency and recent sales were at 22c to 25c, as to quality and quantity.

Grindelia robusta is scarce and wanted, and holders of the limited available supply ask 21c to 22c.

Guarana continues scarce and the small available supply is closely concentrated and held at 50c to 60c.

Juniper berries have developed an easier feeling on account of stock accessions and spot quotations show a decline to 1½c to 2c, as to quality and quantity.

Lycopodium is dull and neglected, but the spot quotations are maintained at the previous range of 85c to 87c.

Menthol remains dull and neglected and quotations are largely nominal, \$1.85 and upward, according to seller and size of order, being named.

Opium has developed a slightly upward tendency and holders are inclined to be firmer in their views in consequence of the tenor of advices from primary sources. Following reports of speculative buying in Smyrna the spot market stiffened and sales at the close were at \$3.07½ to \$3.10 for broken packages and at \$3.05 for cases. Powdered was generally quoted at \$3.50.

Quinine is inquired for in a jobbing way only, there being no demand for quantities approximating original packages. The steadiness of the market is well maintained, however, and outside German is not quoted at under 19½c to 20c, while Java is held and selling at 19c to 19½c, as to seller and size of order. Manufacturers' prices remain unchanged on the basis of 20c for bulk in 100-oz. lots.

Saffron flowers have further weakened in the interval owing to fresh stock arrivals of American, which are now generally quoted at 70c, with intimations that less would buy.

Sassafras bark is held with increased firmness and quotations are fractionally higher, 11c being now named as inside.

### Chemicals.

Acetate of lime is held at full previous values, with a moderate demand experienced at the range of 2.35c to 2.40c for gray, 1.60c to 1.65c for brown, as to quantity and terms.

Arsenic, white, has been in improved demand, with jobbing sales reported at 3c to 3¼c. Round lots to arrive can be had at 2½c.

Bleaching powder continues in moderate request and recent arrivals have been sufficient to supply the wants of consumers. The market is firmly maintained at 1.25c to 1.40c, as to make and quantity.

Blue vitriol continues held and selling in moderate quantities from second hands on the basis of 4.90c, with sales of car lots reported at 4.80c.

Brimstone is in better supply, and quotations for round lots



are a shade easier, foreign being held at \$21 to \$21.05 and domestic at \$20.25 to \$20.50.

Chlorate of potash continues in good demand and firm, with the sales from second hands at 8½c to 8¾c for both crystal and powdered.

Citric acid is in good seasonable demand and the market is well sustained at the range of 35c to 35¼c for barrels and kegs, respectively.

Cream of tartar is held steadily at 23¼c to 23½c for crystals and powdered, respectively, and a moderate trade is reported at these figures.

Oxalic acid continues to find sale in a jobbing way on the basis of 5c and up.

Quicksilver is higher if anything, the quotation at the close standing 56c to 58c, as to quantity. Continued firmness prevails at primary sources of supply.

#### Essential Oils.

Anise is finding a moderate sale only, but prices are well maintained on the basis of the previous range of \$1.10 and \$1.15.

Cajuput is easier in the face of pressure to sell and recent sales were at 48c and 50c, as to quality and quantity.

Camphor has been in better demand and holders offer with more reserve, though quotations show no change from 9c to 12c.

Citronella has developed no new feature of interest, but values are steadily maintained at the previous range of 38c to 40c for drums and smaller lots.

Messina essences are held with more firmness in sympathy with the primary markets. Neroli was noticeably firm in view of the fact that quotations have advanced abroad to a point above the parity of spot prices. Sweet orange was not affected by the announcement that sales had been made at an advance in the primary market.

Peppermint has been dull and featureless during the interval, and we hear of jobbing sales only at the range of \$2.75 to \$2.80 for bulk and \$3.25 to \$3.30 for H. G. H., as to quantity and seller.

#### Gums.

Asafoetida shows a slightly easier tendency, though sales are making at the previous range of 13c to 17c, as to quality.

Aloes of the various grades continue steady in price, but there is no demand of consequence, the limited inquiry being mostly restricted to Curacao, which is firmly maintained at 4½c to 5c. Barbados in gourds is firmer owing to scarcity, and quotations have been advanced to 8c to 10c, as to quantity.

Camphor has continued in demand, with some special activity noticed in refined, which has sold at steady and unchanged prices of 68c and 68¼c for barrels and cases respectively.

#### Roots.

There is little new or interesting to report in this market, for no more than a jobbing demand is experienced for the different varieties. Ipecac shows continued firmness, and Rio and Carthagenia are quoted at \$1.35 to \$1.40, with some holders refusing less than the outside price for Rio. Jalap is steadily held at 9c to 12c, the inside figure being for new and the outside for old root. There is a moderate inquiry at this range. Golden seal has continued in demand and fall dug is firmly maintained at \$1.50 and spring dug is not offered below \$1.35. Senega is held and selling fairly at 63c to 64c, though some undesirable lots are offered at 62c. Sarsaparilla, Mexican, is maintained steadily at the previous range of 8¼c to 8½c, as to quality and quantity. Pink is scarce and wanted, and quotations have been advanced to the range of 25c to 30c.

#### Seeds.

Canary is in steady moderate request and the market is quoted firm at the range of 5¼c to 5½c for Sicily and 5½c to 5¾c for Smyrna.

Caraway is moving into firmer position in accordance with the position of the article abroad and quotations are now 6c to 6½c.

Celery has developed an upward tendency under the influence of an increased demand, and 7¾c to 8c is now asked.

Coriander has developed some scarcity both here and abroad, and quotations for bleached have been advanced to 10c to 10¼c.

Hemp, Russian, is slow of sale and quiet, though foreign advices are strong and spot quotations are maintained at 2½c to 3c.

Wormseed, Levant, is scarce and wanted, and holders generally ask an advance to 16c to 16½c. American is quiet, with jobbing sales at 8c.

#### Chinese Banks.

To apprehend the position of Chinese banks at New Year it is necessary to appreciate the position New Year holds in the business as well as the social economy of the Chinese people. The Chinese New Year is the one great holiday of the Empire's people. All business ceases for several days each year to celebrate it. This year the celebration proper will cover four days, and during that period there will be no mails into the interior from the coast, all steamship and mail connections between Hangchau and Shanghai will cease, daily newspapers will not be delivered, if they are published at all, and everything will be given over to celebration. The official celebration will last for two weeks, and the offices of the provincial Governments are closed during that period or longer. But, more than this, in a business way, it is a rule of Chinese business and society that all debts shall be paid at the Chinese New Year. Possibly they will have to be paid through the contraction of new debts, but paid in some form they must be. The attempt is, of course, to pay them in money.

The drain upon all banks is something enormous. It is very much as it would be in the United States if all debts were made payable at the same time, and banks should refuse credit until they knew what the outcome of the situation was to be. The exchange between Hangchau and Shanghai ordinarily is about 40 cents on \$100. For ten days previous to the Chinese New Year it has been \$1 on \$100, the promise being that it will return to the old rate after the New Year is past. Interest rates demanded of the patrons of banks for loans over New Year will run as high as 20 per cent. a month. As a matter of fact, loans among natives at from 4 to 6 per cent. a month are common at all times. There is not enough money in China to properly transact the business of the Empire, and what money there is does not go as far as it ought to go because of the inadequate means of communication and the extortionate rates of exchange.

Banking business in China is hazardous at best, and when the pressure of a custom like that surrounding the New Year comes it takes skillful management to keep a concern going and at the same time make money. The business of China generally is subjected at all times to drains and tolls, to discounts and exchange charges on the part of banks which would not be tolerated in other countries, and this trouble, as well as the financial distress which surrounds the Chinese New Year, will not be done away with until the Empire has a monetary system which will make ruinous discounts between varieties of money impossible and which will allow the augmentation of the actual metallic monetary volume in the nation with paper currency of a sort now impossible. One of the chief anxieties of business people in some of the larger cities in China at the close of the year is to weed out of their collection notes of native banks which are expected to fail.—*From a U. S. Consul's Report.*

#### International Postage Stamps.

The Hamburg Chamber of Commerce in its last annual report asks the German Government to bring about the issuance of an international postage stamp. At present many letters of inquiry from foreign countries remain unanswered because they lack franking stamps for the reply letters. This suggestion should receive the favorable consideration of the International Postal Union as in the interest of international commerce.

## Opportunities for Export Trade

(Written for the American Druggist.)

### OPPORTUNITIES FOR TRADE IN PERU.<sup>1</sup>

(From Our Traveling Correspondent.)

Peru is interesting to druggists because the bulk of the world's supply of cocaine is exported from this Republic, and almost all of this is shipped to Germany in a crude condition where it is refined and shipped abroad. The manufacture of the refined alkaloid right here on the ground, where, from the freshly picked leaves, the percentage of cocaine was much higher than after they were shipped abroad, has been tried and abandoned because the firms in New York could import the leaves and make the cocaine at a price which left no margin for the manufacturer in Peru; so the project was abandoned, and the output of the Peruvian haciendas is controlled principally in Germany.

#### THE CITY OF LIMA.

The beautiful city of Lima, Peru, has many drug stores, and several of them would do credit to New York. Their stocks are complete and well kept up, and in general tidiness vastly superior to those found in some of the other Republics in South America. In the Calle Mercaderes, the busiest street in town, is found the pharmacy of Sres. Remy Brothers, known as the "Antigua Botica Francesa," which was founded in 1724, but which within the last few years has been entirely renovated and rebuilt. The prompt and careful attention given to its patrons commands for this place an excellent class of patronage. Señor Remy warmly welcomes the American traveler, and accords a fair, impartial interview, which almost means a nice order. The largest drug house selling at both wholesale and retail stands in the Calle Arzobispo, and is owned by Señor Federico Gallese. It is rare to find a more completely equipped drug store and laboratory in any country than that of Señor Gallese. This house buys the bulk of its goods in Germany. Next in the list Italy, England and France, in about the order named, also furnish goods. That our own country does not stand at the head of the list is due more to lack of representation than anything else, for in this house, as one will invariably find in all the leading houses here, the traveler is well received and given ample time and attention. Besides the two mentioned above, we have several other druggists here who are direct importers, and in Callao, the seaport of Lima, the Botica of Señor C. Francia does a flourishing business. These firms are all of excellent financial standing and afford to the American exporters a fertile field, but let me add right here that the American firms who desire foreign trade have in the majority of cases yet to learn the proper method of packing their merchandise so that the case arrives here in good condition. Nothing whatever can be said against the way the articles are put up, and when the goods are on the shelf alongside European articles their appearance is invariably superior and their superiority in appearance is quick to catch the eye of the public. But the charge is made by every house that they have more American shipments smashed than from any other country. We have some exceptions to this rule of prospecting. One New York firm, especially, whose emulsion is well advertised along the coast, has its boxes well constructed and made much stronger by having a twisted steel wire around both ends of the box. The American exporter, who has a specialty to introduce, will find that the small perfumed cards which the druggist can give to his customers will bring the best results, and especially if the card bears in addition a good picture of His Holiness the Pope, or some worthy Catholic of local fame. Local newspaper advertising is used freely in Peru, and the rates are quite reasonable, but for the lower classes the free cards and samples are much preferred.

<sup>1</sup> See article from *Saturday Evening Post* in another column.

#### AREQUIPA OFFERS GOOD OPENING FOR AMERICAN GOODS.

One might think that with such a lovely clear atmosphere and an altitude of 7,500 feet above the sea the people of Arequipa would scarcely require medicines, but the demand is ever the same, and while some of the many preparations found in Lima are not to be found here, yet there are many other drugs to fill their places, and the majority of well-known remedies can be purchased in Arequipa. Articles that we call of the 25-cent class are sold here for 1 sal. or about 48 cents in gold, and taking the high duties into consideration this is not an exorbitant price.

This city has a population of about 35,000 people, and commands the trade of Southern Peru. There are many excellent drug stores here, the leading one being the Botice del Pueblo of Señor Jose F. Portugal, a gentleman very widely known in the Republic. The pharmacy is one of the largest to be found in Peru, and has a staff of 15 employees, who are kept very busy. Señor Portugal is very fond of American goods, and his faith in the schools of pharmacy of the United States is shown by the course his son is taking now in the Philadelphia College of Pharmacy. For the American exporter this drug store is well worthy of attention.

The Botica and Drogueria Central of Jose D. Moron e Hijo and the Botica Cosmos of Castillo y Vinelli are next in line of business.

The city supports two daily papers, a morning and afternoon edition, and several ads well known to the drug trade are to be seen, though the advertisements of various French articles predominate. One thing to be regretted coming from the United States which seems destined to injure trade is the appearance of advertisements of the "Regenerators," "Invigorators," etc. It is greatly to be deplored that this class of goods cannot be shut out of these markets, as the fact that they emanate from the United States reflects upon us somewhat.

#### LONG CREDITS.

To the American manufacturer the European custom of giving long time credits is as yet rather a drawback, but I feel sure that this method of doing business will gradually be replaced by lower prices and shorter time for payments, for in several instances I noted here that where France and Germany still gave the full six months for accounts, some large orders were nevertheless given to New York houses at 60 days' sight.

#### A PARADISE FOR PRESCRIPTION TRADE.

While the druggist here enjoys what we would term a veritable paradise in regard to prescriptions, many pharmacies averaging over 100 daily, he has experiences with the Custom House which effectually crushes any enthusiasm. In one case I knew of the druggist ordered a shipment of peppermint lozenges, and when the shipment arrived the druggist asked for his goods under the heading of candies, which bear a reasonable duty, but the inspector after eating one of the peppermints declared they were too strong for candies, and he felt they were to be used as medicines, hence he would impose about 35 per cent. additional duty. This case was then contested by the druggist for several months, and finally decided against him by the board, though he had through another agent during this period received three shipments of peppermints, which came through easily under the head of candies. Then, again, should articles, through the good heart of the exporter, to save weight be packed a half dozen in a carton, and the inspector decide they did this to avoid weight, 15 per cent. additional duty is imposed as a fine. In imposing the duty, which may amount to as much as the primary cost of the goods (for instance, perfumery has a duty of 75 cents gold per kilo), they place the shipment, box and all, upon the scales

and the duty is imposed on the gross weight. Both the gross and the net weight should be marked plainly by the manufacturer upon every box, with the measurements of the case printed in plain letters, metric system.

#### **Farmacia Amil, Mayaguez, Porto Rico.**

The illustration shown below is that of the pharmacy of Señor A. Amil Negróni, of the city of Mayagüez, Porto Rico. This establishment dates back to the year 1860, nearly half a century. Since that time it has been in charge of different pro-



Farmacia Amil, Mayagüez, Porto Rico.

prietors, and at present is under the management of Señor Amil Negróni, who devotes all his energy and intelligence to the business, and in view of the present conditions of the drug trade in Porto Rico Señor Amil Negróni deserves the highest credit for the success which he has achieved. He also controls several agencies in his line and solicits the representation of American manufacturers. His address is A. Amil Negróni, Mayagüez, Porto Rico.

#### **Advertising in Spanish America.**

A. L. M. Gottschalk, United States Consul at Callao, Peru, writes: The immense amount of advertising matter from the United States received at our consulates has repeatedly called my attention to the fact that no other country spends so much money in an often fruitless effort to attract the public attention abroad. I am in receipt, week by week and steamer by steamer, of requests from manufacturers and merchants in the United States, varying from a polite invitation to address and mail to people in Peru circulars inclosed by the writer, or an equally courteous demand that I shall "hand this letter and price-list to some one interested," to an appeal for lists of "all the exporters and importers of the country I am accredited to, with a few remarks as to their business standing."

It is needless to expatiate upon the futility of such methods. To begin with, as the printed matter is almost invariably in the English language it is certain to convey absolutely no information to the addressees. Often it is not even illustrated.

Some years' experience and more or less close contact with trade in Spanish-American countries have led me to believe that the advertising of American goods, wherever it is successfully carried on, has been accomplished by the gift of small trinkets, or by pictorial methods—picture cards, fancy booklets, placques, chromos and particularly by illustrated almanacs and calendars, all highly colored; also by posters of the latter class. Military and naval subjects and portraits of popular actresses, all highly colored, seem invariably to be found most attractive. I can remember numberless instances where, in the interior of Porto Rico and Cuba, prior to the war of 1898, in the Artibonite, Haiti; in the port of Santa Marta, Colombia; in the hill country of Nicaragua, several days' horseback journey

from the seashore, &c., I have been greeted by the sight of a patent penknife or corkscrew sent with some firm's compliments; or was referred to some almanac printed in Spanish and devoted one-third to information and two-thirds to lauding so and so's bitters or emulsion or chill cure; or was confronted by a familiar highly colored poster which had attracted the eye and had been treasured as a wall ornament. These things had evidently fulfilled their purpose.

If merchants at home were to bear this in mind much useless trouble and considerable expense could be saved them. To be sure there are many countries in Spanish America where advertising with trinkets offers obstacles—customs duties, often chargeable by gross weight or specific duties of high value, proving a great bar. But with printed matter the same objection does not hold good, such being almost invariably duty free. The desideratum is to find a pattern which will catch the eye and please the popular taste, as well as prove intelligible to those not schooled in the English language—something which shall be preserved and not simply tossed aside.

Considering the fad for collecting pictorial postal cards which at present exists and for some years past has existed in Spanish America as well as in Europe, I have often wondered that some enterprising firm in the United States has not seized upon this valuable medium for advertising its wares. A number of prominent hotels and business houses in Spanish America have already done so, and their advertisements, gotten up usually in the form of street scenes (showing incidentally their own establishment adorned with a prominent signboard) printed on the back of ordinary postal cards, are treasured in the albums of many families. There is here an opportunity for our hotels, railroads and steamship lines (all heavy advertisers), as well as for numberless other branches of trade, to gain an entry before a new public. The work need not be expensive, as the mere reprinting of the cuts used in the advertising supplements of our prominent magazines would, I am sure, prove attractive enough, although the printing of such matter in colors would be more effective.

#### **Hindrances to American Trade in South America.**

United States Consul Peterson, Puerto Cabello, Venezuela, reports the following obstacles which should be taken into consideration by those business houses desirous of building up trade relations not only in Venezuela, but in other countries of South America similarly situated: "These obstacles are of long standing, and have been stated over and over again by representatives of American interests in various parts of the South American continent. Articles should be in Spanish, backed by competent salesmen familiar with the language and able to impress the South American merchants favorably. Behind these there must be a disposition to study the needs and tastes of the people and endeavor to meet them, not seek to force upon the customer something that he is not accustomed to, however well it may be adapted to home markets. The above points cover the principal objections raised by local buyers to increasing their dealings with American houses. Whether the requirements are too onerous and involve greater expense and trouble than the results would justify, is for those merchants seeking this trade to decide. At all events the failure to observe them will account in some degree for the fact that the United States occupies but second or third place in the quantity of imports into this district, despite its advantages of proximity and direct communication."

Mexico has an institute of medicine, and has lately sent forth a delegate thereof to the State of Michoacan to investigate the properties of a plant which grows there and bring back a specimen. According to the Michoacans, the perfume of this plant produces a bewilderment of the senses, and persons thus affected lose their way in the woods where it grows, and rescue parties have to be sent out after them. The institute will investigate the properties of this singular growth if its emissary is successful in bringing back a specimen. But if he does this without losing his way the native pretensions in regard to the weed should suffer some abatement.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

JUL 24 1905

PHILADELPHIA.

NEW YORK, JULY 24, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO..

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 3718 Walnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KENNAN.....Associate Editor.

ROMAINE PIERSON.....Manager Chicago Office.

\$1.50 a year.

15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT

It is very gratifying, indeed, to see a State convention of pharmacists take a firm stand for the enforcement of pharmacy laws and the maintenance of ideals. Such a sentiment was really the keynote of the recent annual meeting of the Wisconsin Pharmaceutical Association. A better realization of the responsibility of the druggist to the community was strongly urged, and the enthusiasm with which the sug-

gestion to enforce all existing laws was received demonstrated the purpose and sincerity of the association. It went even further and appointed a committee to draft amendments to the pharmacy statutes to be submitted to the State Legislature. Better laws and a strict enforcement of same cannot help but elevate the profession of pharmacy.

A decision recently rendered in one of the circuit courts of Baltimore establishes an interesting precedent.

In the case in question the plaintiff, the landlord of the building in which a drug store was located, contended that the defendants, a firm of druggists, had violated their lease by utilizing the premises to conduct a telephone pay station, manage a postal sub-station, and otherwise go outside the strict province of the drug business. The decision of the court was in favor of the defendants, and the costs were imposed upon the plaintiff in the case. This decision establishes quite clearly the fact that the term "drug business" is to be construed liberally, and that in the eyes of the law the conduct of these subsidiary businesses constitutes a perfectly legitimate branch of the retail drug business.

Physicians practicing in the Bushwick section of Brooklyn are said to have received complaints recently from their regular patients and others about the difficulty of procuring

medicines from drug stores after 11 o'clock at night and before 8 o'clock in the morning. One account states that four drug stores were visited after midnight on one occasion to obtain special medicine, but without success, and the prescription was finally filled at an "all-night" drug store about a mile distant. Judging from the statements made by some residents of that section one would think that a druggist is not entitled to a wink of sleep, and the impression seems to prevail that the wants of a customer can and ought to be supplied at all hours at every pharmacy. The druggist owes it to the community to respond to a really urgent call at any time, and the average pharmacist performs his full duty in this respect. The public is too prone to abuse the privilege of calling up the druggist by disturbing him for the most trivial cause.

MEXICAN SARSAPARILLA  
BARRED.

Drug importers have been having their troubles with customs authorities again. The latter held up large importations of sarsaparilla root here on the ground that the article was below standard. The merchandise came from Mexico and belongs to the cheaper grade of sarsaparilla root, a fact well known to the trade. The importers were naturally surprised to hear that the appraiser of the port had detained the root, alleging that the importations were not of sufficient purity to permit of their entry. It is hard to understand why the customs officials should start a campaign against the Mexican article at this time, when the same kind of merchandise has been coming in for years. The importers claim their goods are held up without warrant; the arbitrary action of the appraiser prevents deliveries being made to dealers, who in turn are unable to deliver the root to manufacturers. The price has advanced sharply, and the whole domestic industry in which this particular root figures has been quite upset. While it is right and proper for the

customs authorities to try to keep out spurious and inferior drugs, this case looks like overzealousness on the part of some subordinate at the Public Stores. The statement of the case by the drug examiner may, however, put a different face on the matter.

**ADULTERATED DRUGS.** The report by Prof. Charles E. Caspari concerning the adulterations found in some of the most generally used chemicals, which appears in another column, is an important contribution to an important subject. The claim of the retail druggist to special consideration at the hands of the buying public is based upon his special qualifications as an expert. The presumption is that his expert knowledge will be utilized in protecting his patrons from the purchase of adulterated or inferior drugs and chemicals, and if he fails to do this he is culpable both legally and morally. Where the druggist, either for lack of time or of special training, is unable to test the chemicals which pass through his hands, he must make sure of their purity by purchasing only reliable brands. The label of some jobbers is a sufficient guarantee of purity, but, on the other hand, there are many jobbers who, either through ignorance or cupidity, or a combination of both, send out chemicals which are not fit to find a place on the shelves of the drug store. Therefore, if the retailer cannot himself test his own chemicals, the safest course for him to pursue is to specify some particular brand which he has found to be entirely reliable. His chemicals may cost him a cent a pound more, but the results will well warrant this additional expenditure.

**DRUGS IN THE URINE.** The fact that hexamethylene tetramine (known as urotropin, formin, etc.) has the property of clearing the urine of patients to whom it is administered, even when the urine has been heavily loaded with pus, is a very important fact for medical examiners which, so far as we are aware, has not yet been made note of. When this compound is administered it is decomposed, yielding formaldehyde, which is excreted in the urine. The presence of formaldehyde in the urine is therefore a very important fact, for it may be taken as an indication that the patient has been taking hexamethylene tetramine, possibly, or even probably, for some disease of the urinary tract, and furthermore there is a possibility that, save for the administration of the drug, the urine would betray the existence of the disease. The note on this subject by August Drescher, which appears in another column, is one which should therefore interest every one who may be called upon to do any life insurance examinations and, in fact, every one interested in urinary analysis.

**NON-RETURNABLE EMPTIES.** Wholesale druggists of this city and vicinity have taken steps to protect themselves against a practice which no doubt caused them a great deal of annoyance. They have entered into an agreement not to accept empty bottles returned by customers which have contained liquids or substances which make it expensive to clean and refill the bottles. The agreement is in the form of a resolution prepared by a committee composed largely of members of the Drug Trade Section of the Board of Trade and Transportation. The resolution provides that hereafter no empty bottles will be accepted for return that have contained balsams, essential oils, ointments, silicate of soda, or any other containers that cannot be used again, at full price. Furthermore, no packages of any kind under one-half pint will be accepted, and none whatever after 90 days from the date of their shipment. The return of empty bottles in a condition unfit for further use, or in such condition as to necessitate considerable cleansing, is an old grievance and one that should have received more attention long ago. No fair-minded druggist is likely to complain of the jobbers' action. It now remains for the latter to live up to the agreement. Backsliding on the part of any one house will render it useless.

### Reimposition of the Stamp Tax Proposed.

With a deficit for the year of \$24,000,000 and the probability of a still greater deficit next year it is incumbent upon the political leaders to provide additional income. While there will be no Louisiana Purchase money to pay out next year, the programme of increase in the Navy and Army expenditures and of appropriations for the Panama Canal, to which the Government is already pledged, will make it impossible to reduce expenditures sufficiently to bring them within the available income of the United States. In casting about for a possible means of increasing the revenue the revival of the stamp tax on proprietary medicines has been freely mentioned by the leaders of the Republican party as being the most desirable means of raising the necessary funds. The amount received by the Government from this source during the Spanish War was something like \$5,000,000. It is also proposed to reimpose the stamp tax on documents, which brought in a revenue of about \$39,000,000, and these two sources of revenue will bring up the income of the Government, it is confidently expected, to a point which will be sufficient to meet the prospective deficit. Theoretically the stamp tax is paid by individual users of the commodities affected. In so far as the stamp tax on documents is concerned this is true, but the drug trade has found it impossible to shift the bulk of the burden of the stamp tax on proprietary preparations to the shoulders of the consumer, so the proprietor and retailer have been compelled to divide this burden between themselves, save in a comparatively small portion of the proprietary articles. The trade will therefore learn with dismay that they are likely to be called upon to save their country through the commonplace, tedious and altogether exasperating medium of a proprietary stamp tax. If the politicians have determined upon the reimposition of this tax a protest from the retail drug trade would be of but little utility, but concerted action in advance might prove of avail in minimizing the hardships in the administrative features of any measure reimposing this tax. With the experience of the Spanish War tax fresh in our minds it would seem possible to formulate an administrative measure for such a stamp tax which would render it much less annoying than was the measure of 1898.

### The Origin of the Word Chemistry.

Discussion has been rife of late as to the origin of the word "chemistry." The usual statement that it is derived from *χημεία*, meaning "black art," is untenable according to a recent author in the *Zeitschrift fuer Angewandte Chemie* (1905, No. 12). The word *χημεία* is usually derived from the old name of Egypt, *χημύ*, and therefore chemistry was spoken of as the "Egyptian art." This derivation is not quite clear, because there is an adjective in Egyptian, *χαμύ*, meaning black, and possibly the meaning of *χημεία* is still connected with the idea of a black art; in other words, alchemy, although the Egyptian derivation may be correct. An inquiry addressed to the head of the Egyptian department of the Royal Museum at Berlin elicited the following answer: "I cannot judge with certainty as to whether the word *χημεία* is necessarily derived from an Egyptian root. If it is Egyptian in origin then it can only be derived from the name of the country in its Low-Egyptian form—namely, *χημύ*, while the High-Egyptian form is *κημύ*. The derivation of the word *χημεία* from the Egyptian word for black is impossible. Black in low Egyptian is *χαμύ*; in high Egyptian *καμ*

It is true that there is a form of the verb, "to be black," which could possibly be considered in this connection, but this verb has a very circumscribed and limited meaning and cannot be applied here. It is, therefore, probable that *χρηια* cannot be connected with the word "black" of the Egyptian language.

According to other authorities the word is derived from the name of the Egyptian god *Khen* or *Amen-Khen*, otherwise known as *Nim* or *Ames*, the god of generation, productiveness and vegetation, as well as of the medicinal herbs. From the Egyptian the word "chemistry" has been transmitted through the Arabic as *kimia*, and the Moors of Spain gave it to the Spaniards, who called it *quimia*. The culture and science of Spain was largely Arabic for a long time. From the Spanish the Italian *chimia*, French *chimie* and the German *chemie*, as well as the English *chymistry*, or, as it is now spelled, *chemistry*, are derived.

### Should Infusion of Digitalis Be Filtered?

An interesting discussion has been going on in the German pharmaceutical journals concerning the advisability of filtering the infusion of digitalis. The discussion arose through a query in the "question box" of the *Apotheker Zeitung*. The answer published in one of the subsequent numbers was that there is no set rule on this point, but that a clear infusion of digitalis looks better than one that has not been filtered. Wolff, in discussing this answer (*Apotheker Zeitung*, No. 7, 1905) protests against this manner of looking at the matter, and insists that it is very important indeed to obtain an efficient infusion of digitalis and that the preparation should not be filtered if we do not wish to diminish its potency. Unfortunately, most pharmacists pay too much attention to the outward appearance of the preparation in its final form. When the author mentioned was an apprentice his chief had a set of "golden rules" posted over the prescription counter, the first of which was: "Infusion of digitalis must always be filtered and dispensed in blue bottles." Wolff then proceeds to show the reasons why an infusion of digitalis should not be filtered.

He quotes Professor Kobert as the foremost authority on pharmacology and repeats verbatim the following passage from Kobert's text book (1897, page 272): "The two most important cardiac stimulants are digitalin and digitoxin, which are not soluble in water, but soluble in strong alcohol. Both of these are derived from digitalis leaves, which also contain digitalein, the latter being soluble in both alcohol and water, but much less active than the other two principles named. These glucosides are therefore insoluble in water and on standing would be almost entirely precipitated from an infusion if it were not for the fact that the leaves also contain a saponin-like substance, very similar to the sapotoxin of quillaya bark, called 'digitonin,' which has no effect when given internally, but which, like all saponins, has the property of keeping insoluble substances suspended in water. Thanks to this constituent, a small part of the digitalin and digitoxin remains in the filtered infusion."

According to Ernst Schmidt ("Text-Book of Pharmaceutical Chemistry," third edition, page 1498), infusion of digitalis should be strained while hot, and expressed and then should be dispensed with a label: "Shake well before using." The fourth edition of the German Pharmacopœia prescribes that infusion of digitalis should be strained. Straining while cold is the method prescribed by the United States and the British

Pharmacopœias. As we know, in our own Pharmacopœia the addition of alcohol and cinnamon water to the strained liquid is prescribed after straining, enough cold water being passed through the strainer to make the product measure 1,000 Cc. The cinnamon water is added to mask the bitter taste of digitalis as well as to aid the alcohol in preserving the infusion for several days. The precipitate which appears at the end of that time is said to contain a portion of digitalin, although some investigators have failed to find digitalin in the sediment.

If the statement made by Wolff that the largest part of the active glucosides would remain upon the filter if the infusion were filtered is true, then no matter how much the pharmacist may be tempted to filter the infusion for the sake of appearance, he obviously defeats the object of the prescriber if he filters the infusion. In spite of the sapotoxin, the suspended glucosides are gradually deposited, and thus it is most important to apply the "shake" label to the bottle.

As in a great many other questions in pharmacy, opinions still differ, even in the face of the apparently well taken points just given, as to whether filtration is permissible. Thus, the editor of the *Apotheker Zeitung*, in commenting upon the above quoted article by Wolff, calls attention to the fact that Kobert has changed his opinion since 1897, for in an encyclopædia which has just been issued he says: "The impure modification of digitonin, which is soluble in water and which exists in the leaves and seeds of digitalis, is of great importance in pharmacy, for it alone enables us to extract 90 per cent. of the active constituents of the leaves through the simple process of infusion."

Digitoxin, in fact, forms a pseudo-solution with solutions of saponin, and thus passes through the filter, although it is completely insoluble in water. Of late there have been placed on the market the so-called assayed digitalis leaves in the form of a coarse powder which is especially adapted for the preparation of infusions. The mixtures prepared with the aid of these powders must necessarily be filtered. Finally the editor urges Wolff to prove his theory by a series of experiments, and invites him to forward the same to his publication.

The controversy is bound to excite the interest of all practical pharmacists who aim to dispense prescriptions not only in the most elegant form possible, but in such a manner as to produce the effects desired by the physician in the most satisfactory way. Further reports on this question will therefore be awaited with interest, but until it is proved positively that filtering does not impair the efficiency of infusion of digitalis this finishing touch to the process of dispensing it had best, we think, be omitted by the pharmacist.

### "A Wide Angle View."

The AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD for April 24 presents an admirable *résumé*, by Thomas J. Keenan, of Radium and Its Properties. While it does not, so far as we can see, and indeed does not profess to, add anything to the scientific knowledge of the subject, it presents a wide angle view of the subject without that distortion which commonly accompanies the use of a wide angle lens. The gist of all that is known is there, but, above all, it is so expressed as to be understandable by even those of us who possess only a moderate degree of intelligence.—*St. Louis Medical Review* for June 3.

### We Still Lead.

I have read the AMERICAN DRUGGIST with great care during the past year, and I wish to say that it has proven a financial benefactor. I am convinced that the AMERICAN DRUGGIST is the leading journal. The subscription price of the journal is small compared with the broad scope of knowledge it affords.

ALFRED J. H. PAQUETTE.

ARLINGTON, MASS.



(Written for the American Druggist.)

## THE EFFECTS OF EXCRETED DRUGS IN URINARY ANALYSIS.

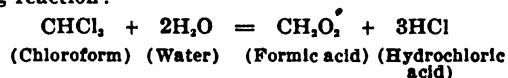
BY AUGUST DRESCHER,

Newark, N. J.

The conscientious physician of to-day not only watches, in his clinical work, the immediate pharmacodynamic effect of the drug administered, but he is no less concerned about the further evolution and the final fate of the drug within the frame of his patient.

What becomes of it—the drug—after having produced its desired physiological action within the labyrinth of possible chemical metamorphoses in the body of the patient, before it finally finds its way out again in the secretions? In what definite chemical form is it secreted and where and when? Is it not possible that harm may result in our modern system of dosage from "new drugs," often of complex composition, with coined and copyrighted names which do not even attempt to reveal their true chemical nature, not to speak of the possible chances of chemical decomposition within the body of the patient?

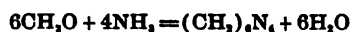
The attention of pharmacological workers in this particular field was early attracted to this phase of the subject. We have the familiar cases of rhubarb, senna and many other organic drugs which are traceable in the secretions, especially in the urine. Chloroform, internally or externally used, is authoritatively stated to pass out with the urine in the form of formic acid and hydrochloric acid, being decomposed according to the following reaction:



Similarly, iodoform and bromoform, the chemical analogues of chloroform, would undergo similar decomposition, the hydriodic and hydrobromic acids breaking up into free iodine and bromine, which have been found in the urine.

Formaldehyde and its compounds and products have recently found frequent application in medicine. Formaldehyde ( $\text{CH}_2\text{O}$ ) forms definite compounds with ammonia and with sodium bisulphite, from which acids again liberate the formaldehyde, etc. Formaldehyde, by oxidation, yields its corresponding acid, formic ( $\text{CH}_2\text{O}_2$ ), and finally carbon dioxide.

Hexamethylene tetramine ( $(\text{CH}_2)_6\text{N}_4$ ) is in extensive use in medicine under various trade names, such as urotropin, formin, formol, etc. It is made by the action of formaldehyde upon ammonia, thus:



After its administration is would occur in the urine as formaldehyde, which, with all its compounds and products, as well as all aldehydes and ketones, reduce alkaline copper or bismuth test solutions, and thus they must seriously interfere with the testing for glucose.

Aside from the influence of formaldehyde in vitiating the findings of the chemical tests for glucose in the urine it is highly important for the insurance examiner to know when formaldehyde is present in the urine, because in the first place its presence is an indication that the applicant for examination has been taking hexamethylene tetramine, which fact points toward a probability of some urinary trouble, and, in the second place, because it has been found that the administration of hexamethylene tetramine will clear up urine which, prior to its administration, was heavily loaded with pus. It will be seen that it is highly important for the insurance examiner to test for the presence of formaldehyde, and, in fact, this study was undertaken primarily at the instance of the medical director of one of the largest insurance companies in the United States, who had found several cases in which—either by coincidence or design—the administration of hexamethylene tetramine had completely removed the pus, etc., with which the urine had been heavily charged.

## THE USE OF PRESERVATIVES IN URINE OBJECTIONABLE.

Urine should invariably be tested, soon after voidance, while still fresh. The practice of adding preservatives to it, so that it may be examined at some later time, is to be condemned.

The usual preservatives employed are carbon disulphide, ether or chloroform, in quantities of 1 to 2 Gm. per liter. All these are directly objectionable. Chloroform, we know, reduces Fehling's solution, but the small quantity here used was considered harmless; we now know that even traces affect Fehling's solution. Carbon disulphide, well rectified (freed from  $\text{H}_2\text{S}$ ,  $\text{SO}_2$ , etc.), has been highly recommended, but practice with it proved that the recommendation was not warranted.

## A SOURCE OF SERIOUS ERROR IN LIFE INSURANCE EXAMINATIONS.

Many candidates for life insurance may have been rejected by medical examiners just because of a mistaken indication of glucose in their urine. After medication with substances yielding formaldehyde to the urine (e.g., urotropin, etc.), it is often necessary to test for it, a test which offers many difficulties. A long continued experience with formaldehyde testing, in complex bodies, such as milk and other foods, where it is used as a very effective preservative, and in ridiculously small quantities, prompted the writer to extend this testing also to the case of urines. Considerable time and trouble were taken in the investigation, and the results are herewith presented, with the view and hope that they may prove serviceable to other analysts.

Among the numerous tests for formaldehyde in milk, etc., descriptions of which will be found in the reports of the chemists, Dr. Shippen, Wallace and August Drescher, to the Dairy Commissioner of New Jersey (*vide* Report of the Dairy Commission for 1898), the most successful were applied to urine, as follows.

## THE PHENYLHYDRAZIN AND SODIUM NITROPRUSSIDE TEST

(commonly called Rimini's test) gives with formaldehyde a blue color, even in highly dilute solutions (1 to 30,000). Phenylhydrazin is added, next sodium nitroprusside and finally caustic soda, when a blue coloration appears.

For the determination, in each case, 15 Cc. of the urine were taken, 1 Cc. of an aqueous solution of phenylhydrazin chloride (1 in 100), 3 drops of an aqueous solution of sodium nitroprusside (1 in 10) and 10 Cc. of caustic soda solution (1 in 10).

## THE PHLOROGLUCIN TEST.

Phloroglucin, 1-10 per cent. solution in water, followed by caustic soda, turns the mixture red, with formaldehyde (1 in 20,000).

In the phloroglucin test 15 Cc. of urine were treated with 1 to 2 Cc. of 1-10 per cent. aqueous solution of phloroglucin and 10 Cc. of 10 per cent. caustic soda solution.

Fifty tests were made with urine coming from persons in good health; first, upon the pure urine, then with additions of (a) glucose, (b) chloroform and (c) formaldehyde. Three tests followed upon urine from persons who had taken urotropin.

## RESULTS.

The plain urines were affected by the phenylhydrazin test little or not at all. With glucose a reddish color was produced. With chloroform a reddish color was produced.

The samples of urine with or without the glucose, the chloroform, each added separately and then both together, and the formaldehyde finally added, always yielded a blue coloration with really singular precision.

Under the same circumstances the phloroglucin test proved itself very irregular and unsatisfactory, which is surprising, inasmuch as in testing milk for formaldehyde it is one of the most reliable tests at our command. This, then, would speak rather eloquently for the adoption of the phenylhydrazin test for formaldehyde in urine. It should be observed that the test seems to show more plainly when an equal amount of milk has been added to the urine, probably because of the proteids in the milk.

## THE REAGENTS AND THEIR APPLICATION.

Phenylhydrazin is prepared from diazobenzene hydrochloride, by reduction, and its salt, the hydrochloride, is the reagent— $\text{C}_6\text{H}_5\text{NHNH}\cdot\text{HCl}$ . It occurs in colorless, laminar crystals, soluble in 10 parts of water. On heating with glucose it forms a brown or yellow amorphous or crystallized compound,



phenyl-glucosazone (Emil Fischer). On account of this fact I tested for formaldehyde with glucose purposely added, but its presence did not affect the blue color. Moreover, the formaldehyde test is applied in the cold.

*Sodium nitroprusside* ( $\text{Na}_2\text{Fe}(\text{CN})_5\text{NO} + 2\text{H}_2\text{O}$ ) is made by the action of nitric acid on potassium ferrocyanide. It occurs in red crystals soluble in  $2\frac{1}{2}$  parts of water. Upon the addition of alkali sulphides to its solution it changes to a blue or violet color. Sulphur and its compounds should therefore be absent in urine to render this test available.

In conclusion I would strongly urge the use of the Rimini test for formaldehyde in urine, and would not use the phloroglucin test. Owing to the many possible sources of error in the various chemical tests for glucose their findings should invariably be corroborated by the fermentation test, the only reliable test for the presence of glucose.

#### A COMPARATIVE STUDY OF THE TESTS FOR FORMALDEHYDE.<sup>1</sup>

BY CHARLES H. LA WALL,

Philadelphia.

When the retail druggist is called upon to test a suspected liquid for the presence of formaldehyde, as is often the case, he is apt to be confused by the bewildering array of methods from which he is to make a selection, and unless he has had some previous experience in the work he is likely to select a method which is not applicable to the material which is to be tested.

Formaldehyde as a preservative came into use about ten years ago, at which time it was lauded as the long sought for harmless preservative, as has been each and every other preservative that has come into use since that time, and as will be, no doubt, all new preservatives in the future, and its use was advocated not only as a preservative for food products, but also for those pharmaceutical preparations which are prone to ferment, such as syrups, infusions and decoctions.

After some time experimentalists declared that its use as a preservative was attended with danger on account of the modifying effect that it had upon proteid compounds, with most of which it forms insoluble combinations. At about this period in its history it came into general use as a preservative agent for anatomical specimens, particularly on account of its tissue hardening properties, and from this use the popular idea of its general properties, exaggerated no doubt by referring to it as "embalming fluid," became so clearly associated with something harmful or repulsive that a number of dealers put it up in packages and sold it under various fanciful and misleading names, in many cases concealing its true identity and misrepresenting its properties. Although its employment is almost universally condemned by medical authorities and sanitarians it still finds its way into food products through its use by those to whom it is sold, as above mentioned, under some other name.

##### FORMALDEHYDE IN MILK.

The substance most frequently tested for the presence of formaldehyde is, of course, milk, and in this connection it is well to understand that several of the tests are primarily applicable to milk alone, being based upon reactions which only take place in the presence of milk proteids, so that when these tests are to be employed in testing other liquids, such as distilled extract of witch hazel, the material must be mixed with an equal quantity of milk which has previously been proved to be free from formaldehyde.

##### GREAT DILUTION REQUIRED.

Another fact which must be emphasized is that the intensity of the reaction is not always directly proportionate to the amount of formaldehyde present, as is the case in testing for most substances, especially those of inorganic origin. That is, there are several tests which will give decided results in dilutions of formaldehyde of 1 part in 100,000, but which will give hardly any reaction at all in dilutions of 1 part in 1,000. This of course is a very important matter, for if the first test proves

negative it is not wise to decide that formaldehyde is absent until a dilution of the original material has been made and a second test applied.

There are some liquids in which the tests can be made directly, such as distilled extract of witch hazel, mentioned previously, where there are no interfering substances present and where there is no color to obscure the reaction. In other liquids, such as fruit syrups, distillation must first be resorted to in order to obtain the formaldehyde free from interfering substances; in fact, it is always well to confirm the test even in milk by distilling and testing the distillate, particularly as some of the tests require this preliminary procedure to be of any value at all.

In distilling liquids which are suspected of containing formaldehyde it must be remembered that only part of the formaldehyde can be obtained by distillation on account of its tendency to polymerize into the nonvolatile paraform. The distillation is best carried out by adding to each 100 Cc. of the liquid to be tested 1 Cc. of diluted sulphuric acid (1 to 3) and collecting about 20 Cc. of distillate, which will contain about one-third of the total quantity of formaldehyde present. In testing this distillate where there is much formaldehyde present it must be remembered that with some of the methods concentration interferes with the delicacy of the test, and dilution must be resorted to in order to obtain results which will be comparable with those obtained in testing the original material where this has been possible.

##### TWO GROUPS OF TESTS.

The tests for formaldehyde which have been proposed from time to time are very numerous, but as many of them are interfered with by other commonly occurring substances the list of those in actual use is reduced to about nine tests, which are frequently employed and which will here be considered. These nine tests may be divided into two groups, in one of which are classed those tests in which the reaction is obtained by means of a colored zone formed at the junction of two liquids, one of which has been superposed upon the other so as to form a separate layer. The other group includes the tests in which a color reaction is obtained in the body of the liquid under examination.

The tests in the first group are more difficult to carry out by one who has not had experience in superimposing liquids in this manner, as the too rapid addition of the second liquid either has the effect of diminishing the intensity of the color of the zone or, where milk is used, of forming a dark color due to carbonization of some of the constituents by the sulphuric acid which constitutes the lower layer. For this reason the tests in the second group are more readily applied by the novice and are less liable to be misinterpreted on this account.

##### THE CONTACT TESTS.

The first group of contact tests includes the resorcinol-sulphuric acid test, the phenol-sulphuric acid test and the sulphuric test proposed by Hehner. The resorcinol and phenol tests resemble each other in process as well as in the appearance of the zone. The method of application is as follows: To 5 Cc. of the liquid to be tested one or two drops of a 1 per cent. aqueous solution of phenol or resorcinol is added, and this liquid is then allowed to flow gently down the inside of the test tube, containing 2 or 3 Cc. of the sulphuric acid, so as to form a layer above the acid without mixing with it. In the presence of formaldehyde a rose colored zone is produced in extreme dilutions and in more concentrated solutions a pink opaque zone is produced above the rose colored zone. Either of these tests is applicable to the milk direct as well as to the distillate, although it is more delicate when applied to the latter. It is of very great importance in both of these tests to observe carefully the order of mixing the solutions, as the test will not work if the phenol or resorcinol solution is added to the sulphuric acid.

##### THE HEHNER CONTACT TEST

is dependent upon the presence of the milk proteids and is not applicable to any other liquid until it has been mixed with an equal volume of formaldehyde-free milk. In this test the milk

<sup>1</sup> Read at the annual meeting of the New Jersey Pharmaceutical Association. June 14, 1905.

or other liquid which has been previously mixed with milk is allowed to flow gently down the inside of a tube in which has been placed 2 or 3 Cc. of commercial sulphuric acid containing a trace of ferric chloride. One drop of solution of ferric chloride to about 2 Cc. of sulphuric acid will be sufficient to produce a satisfactory reaction. In the presence of formaldehyde in the proportion of 1 to 100,000 a violet zone will make its appearance at the line of juncture of the two liquids in about 10 or 15 minutes. When the proportion of formaldehyde is 1 to 200,000 the time for the development of the color will be slightly longer, but the color will be just as intense. In dilutions containing more than 1 to 50,000 the reaction will be less distinct, and in 1 to 1,000 it will be scarcely perceptible. The application of this test, therefore, should always be made with these facts in mind, making several dilutions and tests before arriving at any definite conclusion.

#### OTHER COLOR TESTS.

The other group of tests in which a color reaction is produced in the body of the liquid includes the phloroglucol test, the phenylhydrazin test with its modifications, the resorcinol-soda test and the hydrochloric acid test.

The phloroglucol test is very delicate and is applicable only to colorless liquids or distillates. A solution is prepared containing 1 per cent. of phloroglucol in a 25 per cent. sodium hydroxide solution. The liquid to be tested is placed in a white porcelain dish, or a glass dish placed on a white surface, and about 1 Cc. of the phloroglucol-soda solution is allowed to flow down through the center of the liquid so as to form a layer at the bottom. If formaldehyde be present the lower layer will acquire a cherry red color within five minutes. In this test the intensity of the color is directly proportionate to the amount of formaldehyde present.

The phenylhydrazin test is probably the best test that we have and is carried out as follows: To 5 Cc. of the liquid to be tested, contained in a test tube, add a small portion of phenylhydrazin hydrochloride (about 0.05 Gm., or a portion the size of a small pea); then add three drops of a freshly prepared 5 per cent. solution of sodium nitroprusside, and agitate the liquid thoroughly. The subsequent addition of solution of sodium hydroxide, drop by drop, until an excess has been added, will produce a yellow color in a blank experiment, while the presence of formaldehyde will be indicated by a blue color varying in intensity in proportion to the amount of the preservative present and shading off to a green (due to the combination of the blue and yellow), where the quantity is below one fifty-thousandth. This test can be applied to the milk directly, in which case a grayish-green color is produced in the presence of formaldehyde, while a bright yellow color is developed in pure milk. This test can also be applied to colorless liquids or distillates, but for the latter there is a modification which is

order of mixing the reagents must also be observed in this test, as the color will not be produced even with large amounts of formaldehyde unless the method is carried out exactly as described above. This test in both of the modifications gives a color which is directly proportionate in its intensity to the amount of preservative present, and can be applied to any colorless liquid irrespective of the amount of formaldehyde.

#### THE RESORCINOL SODA TEST

is also capable of being used for either milk or other liquids and appears to be very delicate in its reactions with very small amounts of formaldehyde. It is as follows:

A portion of the liquid to be tested is placed in a small porcelain evaporating dish and about 0.05 Gm. (1 grain) of resorcinol is dissolved in it. The addition of an equal volume of a 50 per cent. solution of sodium hydroxide, followed by the boiling of the liquid, produces flocks of characteristic color in the presence of formaldehyde, while in the absence of that substance no change other than a slight darkening or the production of a brown color should result.

The hydrochloric acid test, like the Hehner contact test, is only effective in the presence of the milk proteins and it also resembles that test in the fact that it is more delicate in the presence of small amounts of preservative than when larger quantities are present.

The hydrochloric acid must contain a trace of ferric chloride and in most cases the commercial acid will answer the purpose, but a drop of ferric chloride solution added to 5 or 10 Cc. of the pure acid will answer the purpose. To one part of the milk, which should be well diluted, or of any other liquid to be tested which has previously been mixed with some formaldehyde-free milk, four parts of the hydrochloric acid are added and the mixture heated in a test tube. One part of formaldehyde in 100,000 will produce an intense violet color, which is easily distinguishable from the brownish tint which is sometimes caused by heating the mixture to too high a degree.

There is another test which has been proposed which differs from both of these classes of tests in that it depends upon the color, which is produced by formaldehyde vapor upon sulphuric acid containing a trace of morphine sulphate in solution. The acid mixture is placed in a watch glass floated upon the surface of about 50 Cc. of the liquid to be tested, the whole being covered with a glass plate and allowed to remain for an hour or so. In the presence of appreciable amounts of formaldehyde a violet color is produced in the acid mixture. This test is rather difficult to carry out and is not very delicate, but is useful as a confirmatory test where a large amount of the preservative is present.

The following table shows the results of the application of all of these tests to different dilutions of formaldehyde which had previously been prepared of known strengths:

FORMALDEHYDE TESTS.

|                            | Resorcinol<br>Sulphuric Acid<br>Contact Test. | Phenol<br>Sulphuric Acid<br>Contact Test. | Hehner<br>Contact<br>Test.          | Phloroglucol<br>Test.        | Phenylhydra-<br>zin Test.<br>(b)<br>Potassium<br>Ferricyanide. | Phenylhydra-<br>zin Test<br>(a)<br>Sodium Nitro-<br>prusside. | Resorcinol<br>Soda<br>Test. | Hydrochloric<br>Acid<br>Test. | Sulphuric Acid<br>Morphine Sul-<br>phate Test.  |
|----------------------------|---|---|-------------------------------------|------------------------------|--|---|-----------------------------|-------------------------------|---|
| Formaldehyde,<br>1-1000    | Red-rose zone.<br>Turbidity<br>above.         | Rose-red zone.<br>Turbidity<br>above.     | Very faint<br>color.                | Bright cherry-<br>red color. | Deep scarlet<br>red color.                                     | Deep blue<br>color.   | Deep red color.             | Brownish<br>violet color.     | Pale violet<br>color<br>(after 1 hr.).          |
| Formaldehyde,<br>1-10,000  | Rose-red zone.<br>Cloudiness<br>above.        | Rose-red zone.<br>Cloudiness<br>above.    | Faint color.                        | Pale red color.              | Scarlet red<br>color.  | Blue color.   | Pale red color.             | Brownish<br>violet color.     | Very faint vio-<br>let color<br>(after 2 hrs.). |
| Formaldehyde,<br>1-50,000  | Red-rose zone.                                | Red-rose zone.                            | Violet zone.<br>(15 min.)           | Faint red<br>color.          | Light red<br>color.  | Green color.  | Faint red<br>color.         | Violet color.                 | No appreciable<br>color<br>(after 2 hrs.).      |
| Formaldehyde,<br>1-100,000 | Faint red-rose<br>zone.                       | Faint red-rose<br>zone.                   | Strong violet<br>zone.<br>(10 min.) | Very faint red<br>color.     | Pale red color.  | Pale green<br>color.  | Very faint red<br>color.    | Pale violet<br>color.         | No appreciable<br>color<br>(after 4 hrs.).      |

still more delicate, which consists in using a 5 per cent. solution of potassium ferricyanide instead of the sodium nitroprusside solution. In this case the color produced is a bright scarlet instead of a blue and is so permanent as to last for several days, the before mentioned blue color usually disappearing in a few hours at the outside. This latter modification, however, is not applicable to milk directly, but may be applied to the distillate from a sample of milk. The first test—the one in which sodium nitroprusside is used—works equally well whether applied to the milk directly or to the distillate. The proper

After having applied all of the foregoing tests a number of times in order to obtain full comparative data the author is constrained to declare unhesitatingly in favor of the phenylhydrazin test, both on account of its simplicity and the decided reactions which were obtained in all of the dilutions with which experiments were made. This same conclusion was reached by M. Pilhashy (*Jour. Am. Chem. Soc.*, 1900, 22, 132) after having reviewed several of the methods then in use. There is no doubt whatever in the author's mind that the delicacy of some of the tests, such as the phenol-sulphuric acid and the resorcinol-sul-

phuric acid tests, have been exaggerated. At any rate the amount of dilution which exists in a solution containing 1-200,000 part of formaldehyde absolutely precludes the possibility of its exerting any preservative action, and its presence in this small amount is only possible through dilution by mixing many samples of milk, only a few of which contained the preservative, or the appearance which had been noted as occurring in milk to which known amounts of formaldehyde have been added. Indeed, plain aqueous solutions of formaldehyde containing less than 1-50,000 of that substance have been examined three days after preparation without finding a trace of the added substance. The figures 1-100,000 mean that there are two drops of our ordinary 40 per cent. formaldehyde solution in each 20 pints, or  $2\frac{1}{2}$  gallons, of milk, an amount which is considerably below that which would ever be added in actual practice.

The amount of formaldehyde which is directed to be used for preservative purposes by those who sell it for that purpose is about one teaspoonful to each 40-quart can of milk, which corresponds in amount to about 1-25,000, and when the carelessness of those who make the addition is taken into account there is no doubt that where it is added for preservative purposes it will be found to be present in amounts which are readily recognizable by anybody who chooses to apply several of the foregoing tests. It is never a good plan to form definite conclusions from one test alone, but when positive results are obtained by three of the above tests, including the phenylhydrazin test, there need be no hesitation in reporting its presence.

### BETTER PRELIMINARY EDUCATION DESIRABLE.<sup>1</sup>

BY JAMES S. GLEGHORN,

Allegheny, Pa.

The necessity is urgent for a better preliminary education on the part of students who take up the study of pharmacy. Education is the basis of the social structure. It is the foundation stone in the progress of any race, nation, calling or individual. A well grounded education is becoming more and more necessary in all professional pursuits.

That a student must be broadened before he can specialize is now recognized by all true educators. If a broad foundation is lacking when specialization begins the student is compelled to rely on his memory for facts, rather than on logical deduction; consequently cramming must take the place of reasoning. It seems strange that the requirements of a preliminary general education, although first in importance for the success and reputation of a college, are last in development and legal recognition; but there can be no doubt that this must be the most important line of future development of every pharmaceutical school. The excuses offered by our various colleges are numerous, but the very fact that they do offer excuses shows conclusively that they fully recognize the error of their ways, but lack sufficient courage to institute reforms.

Now that we have college graduation requisite for registration, let the colleges of this State do their part by requiring a high school education for entrance, and the future of pharmacy will become brighter from year to year and the illiterate pharmacist will soon be extinct. This is the only salvation of pharmacy as a profession, as nothing but higher education can free us from the obstacles under which we now suffer. It is as Prof. John M. Maisch once said: "The root of all evil in pharmacy lies in the lack of the preliminary educational requirements of apprentices, as well as students. Not until American pharmacy will recognize the necessity of high school education for all newcomers can we expect to be called professional men or free ourselves from the commercial misery that now threatens to overcome us." There is demand not merely for a definite calling, but also for that liberal general training that makes a man a broader and better citizen.

<sup>1</sup> Read at the Bedford Springs meeting of the Pennsylvania Pharmaceutical Association.

### COLLEGES MUST RAISE THEIR PRELIMINARY EDUCATIONAL REQUIREMENTS.

It is our duty as members of this association to do our share in shaping conditions for those who are to come, and in order to insure the welfare of the profession it is our duty to make provisions for and insist upon the thorough training of those who are to follow. It is just as essential for the pharmacist to have a thorough preliminary education as it is for the doctor or dentist, and if we expect pharmacy to be on a par with those professions we will have to raise our preliminary standard. As we are now fortified by statutes, recently enacted through State legislation, it becomes a comparatively easy matter for the pharmaceutical colleges of the State to raise their preliminary requirements, and it behooves us as an association to take some definite stand in regard to the matter and go on record as favoring a high school education or its equivalent for students preliminary to their admission to the various pharmaceutical schools of the State. As matters stand now our colleges can offer no reasonable excuse for not raising their entrance requirements.

That many of those who annually seek admission to our colleges of pharmacy are not prepared to enter intelligently upon pharmaceutical studies is a matter of common knowledge. I know of instances where young men have been admitted and graduated who could not tell what a noun was or even work out the most simple problems in fractions. It cannot be denied that this statement is true of a great many of the schools of pharmacy; they accept students with practically no preliminary education and turn them out into the world as "shining lights." Consequently this unfortunate state of affairs naturally attracts those who are in no way fitted to take up the study of pharmacy and who would otherwise be barred from doing so were the educational requirements higher.

The standard of education in the community as a whole is being elevated; consequently we must seek a higher preliminary standard in pharmaceutical ranks, or else pharmacy will never reach that level we so much desire. If the young men entering our pharmaceutical schools would have better academic training, preferably a common and high school education, they would have a mental equipment that would help them master their pharmaceutical studies with much greater ease. A young man would hardly think of studying medicine at the present time without first possessing a high school or college education. Then why should we permit our standard to remain so low that men with no preliminary education whatever are eligible? No young man should think of taking up the study of pharmacy who has not completed the high school course or its equivalent, as the graduate in pharmacy of the future must be far more than a mere practical druggist if he wants to succeed. He must be a well trained scientific investigator, inspired with determination to improve his chosen calling and equipped to assume and maintain a leading position in all things scientific.

The practical problem before us to-day, then, is to advance the standard of preliminary preparation in pharmaceutical ranks. With the present legislation in their favor there is no reason why the colleges of this State should not raise their entrance requirements. Some have already tried to raise their standard by lengthening their courses, and conferring a higher degree. While the addition of new courses as a rule is commendable, the conferring of such degrees on young men and women who lack the preliminary general education they should have can have but one result—namely, the lowering of their value. It isn't longer courses and higher degrees that we need most, but better preliminary education. Let us labor not merely for our own personal perfection as members of an important and honorable profession, but also for the improvement of the profession itself, by endeavoring to better the conditions for those who are to follow. Let us do our part by taking a greater interest in the young men who are to be our successors by providing the conditions which will produce better men.

DIGEST OF THE CHEMICAL EXAMINATION OF A FEW OFFICIAL CHEMICALS.<sup>1</sup>

BY DR. CHARLES E. CASPARI, PH.D.,

St. Louis.

I have had occasion to examine over 1,300 samples of official chemicals and it occurred to me that the results of a few of these examinations might be interesting to the members of the association.

I have selected eight much used chemicals—namely, potassium bromide, potassium iodide, sodium bromide, sodium iodide, ammonium bromide, calomel or mercurous chloride, bismuth subnitrate and sodium salicylate. Probably not a day passes that not at least one of these chemicals is used in every retail drug store, and hence it is important that pharmacists should know the purity of these articles as furnished by manufacturers at the present time.

## IMPURITIES IN POTASSIUM BROMIDE.

Of potassium bromide 25 different samples were examined and of these 14 answered in every respect the requirements of the United States Pharmacopœia; three contained an excess of potassium chloride, two contained potassium sulphate, one contained sodium and five contained dirt mechanically held. The source of the chloride is the bromine from which the bromide is made, this bromine being made from the brine of salt wells and always containing more or less chlorine. A small amount of chloride is perfectly harmless, and it would be wrong to prohibit entirely the presence of chloride in potassium bromide, as the cost of the bromide would be materially increased. However, as the Pharmacopœia has fixed a limit for chloride in bromide, this should be adhered to. Whenever an excess of chloride is found it is due either to the use of poor bromine or to the too frequent use of the mother liquors from which the bromide is crystallized, the chloride tending to collect in these mother liquors. What I have said here of chloride in potassium bromide is equally true of chloride in ammonium bromide and in sodium bromide. The presence of sulphate in potassium bromide is probably to be traced back to the potassium carbonate from which the bromide was made, and the same explanation doubtless accounts for the presence of sodium. The presence of dirt is inexcusable anywhere and especially is this true of official chemicals. Its presence is due solely to carelessness in handling and packing and is unpardonable. There are dozens of ways in which dirt might creep into chemicals, but I shall not mention them. Such dirt produces turbid solutions and may even cause chemical reactions such as reduction.

## TWENTY-FIVE PER CENT. OF THE POTASSIUM IODIDE EXAMINED IMPURE.

Forty samples of potassium iodide were examined, and of these only ten answered all the requirements of the Pharmacopœia. Five samples contained an excess of alkali, added to react with any iodine that might be liberated in the decomposition of some of the iodide, and thus preventing a solution of potassium iodide from becoming yellow. Five samples contained sodium, probably present as an impurity in the original potassium carbonate from which the iodide was made, and this is doubtless also true of ten other samples, which contained sulphate, nitrate and chloride. Small quantities of iodate were found in 12 samples, due undoubtedly to the imperfect reduction of the iodate formed in the first stage of the manufacture of potassium iodide. The presence of metallic impurities must be ascribed to the original potassium carbonate, or they may have been taken up from the vessels in which the salt was manufactured.

## AMMONIUM BROMIDE SAMPLES NEARLY ALL IMPURE.

Of ammonium bromide 21 samples were examined and of these only two answered all the pharmacopœial requirements. Thirteen samples contained an excess of ammonium chloride, this large proportion being probably due to the fact that the Pharmacopœia permits less chloride in ammonium bromide than in the potassium and sodium salts. The presence of the chloride is to be accounted for just as it was in potassium bromide.

<sup>1</sup> Presented at the twenty-seventh annual meeting of the Missouri Pharmaceutical Association.

Four samples contained the inexcusable dirt and six samples contained metallic impurities.

## SODIUM BROMIDE MAKES A BETTER SHOWING.

Eighteen samples of sodium bromide were examined, of which ten samples satisfied the official requirements. Four samples contained an excess of sodium chloride, one contained sulphate, one contained metallic impurities and three contained dirt.

Only four samples of sodium iodide were examined, and none of these answered the official requirements. Three samples contained an excess of alkali, three contained iodate, one contained potassium and one contained metallic impurities. All these impurities may be accounted for here in the same way as they were accounted for under the head of potassium iodide.

## CORROSIVE SUBLIMATE PRESENT IN CALOMEL.

Of calomel 157 samples were examined, and of these 82 samples contained minute quantities of corrosive sublimate, while the other 75 samples were absolutely pure. Of course calomel should be absolutely free from the higher chloride of mercury, even though a small trace might not be injurious; but one manufacturer had the temerity to write that it was impossible to produce calomel entirely free from corrosive sublimate and shortly after he himself submitted a sample that was perfectly pure. There is some objection to the test for corrosive sublimate in calomel in the Pharmacopœia for 1890, which, I understand, is to be removed in the new edition.

## ONLY TWO SAMPLES OF BISMUTH SUBNITRATE PURE.

Thirty-one samples of bismuth subnitrate were examined and of these but two samples conformed rigidly to the requirements of the Pharmacopœia. Twenty-nine samples contained chloride, four samples contained ammonium salts and one contained free acid. The small amount of chloride present is doubtless harmless, and it is evident from its frequent occurrence that its complete removal is attended with considerable difficulty, so that a limit might be placed on chloride in bismuth subnitrate instead of prohibiting it entirely. The ammonium salts emanate from the ammonium carbonate or hydrate used by some in precipitating the subnitrate, and they should be washed out completely.

## PHARMACOPŒIAL REQUIREMENTS FOR SODIUM SALICYLATE TOO RIGID.

In the case of sodium salicylate the pharmacopœial requirements also appear to be too rigid. I examined 19 samples of sodium salicylate and not one of these samples reached the standard set by the Pharmacopœia. Fifteen samples contained more or less chloride, seven contained sulphate, nine samples yielded turbid aqueous solutions, two contained metallic impurities, causing the samples to have a dirty appearance, and seven contained more or less readily carbonizable material, probably formed as a by-product in the manufacture of salicylic acid. This impurity should be prohibited, but a certain definite amount of chloride and sulphate should be allowed.

## PRECIPITATED SULPHUR GROSSLY CONTAMINATED.

I cannot close this paper without referring to a most flagrant example of gross carelessness or of gross adulteration. The article in question was precipitated sulphur, which, as is well known, is made by treating an alkaline solution of the polysulphides of calcium with hydrochloric acid. The sample under consideration contained 52 per cent. of calcium sulphate, showing that the sulphur had been precipitated by means of sulphuric acid instead of by hydrochloric acid, either intentionally or accidentally, the calcium sulphate being insoluble as compared with calcium chloride. In any event there is a nice profit in selling calcium sulphate for precipitated sulphur.

## Trichinæ in the Headline, Teniæ Solis in the Query.

[From the Journal of the American Medical Association.]

## ARE TRICHINÆ IN DRIED BEEF?

FALLS CHURCH, VA., May 26, 1905.

To the Editor:—Can dried or "jerked" beef infect the human alimentary canal with the tapeworm larvæ as does raw beef?

INQUIRER.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**Methylrodine.**—Corsi (*Répertoire de Pharmacie*, June 10, 1905) describes methylrodine as a salicylate of methyl-acetyl, in other words, a compound in which one atom of hydrogen is replaced by the radical acetyl. It occurs as a crystalline substance soluble in alcohol, glycerin, chloroform, and the fixed oils, with an agreeable odor. It is split up into acetic acid and methyl salicylate when in contact with boiling water, or with alkalis, but acids do not decompose it. The remedy, therefore, is not decomposed in the stomach. It is used as an analgetic, antirheumatic, etc. It is well borne by the stomach. The dose is from five to eight grammes daily.

**Color Reactions of Cobalt Salts.**—Cobalt salts, according to Bacovesco (*Bulletin de Pharmacie de Roumanie*, 1905, page 14), are especially sensitive to the action of hydrochloric acid, which colors them blue under the following conditions: If concentrated hydrochloric acid is added to a small amount of a dilute aqueous solution of a cobalt salt a beautiful blue ring develops at the point of contact of the two liquids. The reaction is still more delicate if the test tube is plunged into warm water at 70 degrees C. This color reaction is evident even with solutions containing only one part of cobalt in 4000. The presence of nickel salts does not interfere with the reaction.

**Adulteration of Saffron.**—According to A. Nestler (*Zeitschr. f. Unters. Nahrungs u. Genussm.*, 9, 337), true saffron in course of time becomes covered with a fine grayish efflorescence which, when examined under the microscope in olive oil, is seen to consist of irregular crystals; this substance appears to be sugar, of which saffron contains some 14 per cent. Such efflorescences have also been observed by Vogl and Hanausek. If powdered sugar be dusted on saffron and allowed to stand a similar efflorescence is produced, but in this case the crystals are well defined. Such fraudulent addition of sugar can easily be made to a considerable extent, and the addition cannot be satisfactorily determined by chemical means.

**Is Phosphorus Sesquisulphide Poisonous?**—Phosphorus sesquisulphide (P<sub>4</sub>S<sub>3</sub>), which is considered by most authorities as nonpoisonous and is used very largely for the manufacture of matches, is not entirely inoffensive, although it is less dangerous than white phosphorus. According to Santesson and Malmgren (*Skandinavisches Archiv fuer Physiologie*, 1904, pp. 259-327) phosphorus sesquisulphide is, however, not so poisonous that it cannot be used in the making of matches. According to their experiments, phosphorus sesquisulphide is fatal to rabbits in small doses and produces the signs of acute phosphorus poisoning in these animals. The authors believe that the sesquisulphide is decomposed in the body, and splits up into free phosphorus and thus produces the poisonous effects observed.

**Test for Sugar in the Urine Without Reagents.**—Sabrazes (*Gazette Hebdomadaire des Sciences Médicales de Bordeaux*, April 11, 1905) suggests the following simple method of testing diabetic urines for sugar, which will appeal to physicians and pharmacists who sometimes have to test urines without having the necessary reagents at hand. The urine is poured into a test tube and the upper layer is boiled, the tube being held in a slanting position over the flame. If sugar is present the wall next to the heated portion will show a ring of brownish-sepia color, due to the deposit of caramel from the burnt sugar. The characteristic odor of caramel will also be perceived. The tube should be constantly shaken while heating, as thus we avoid breaking it. This reaction can be obtained even if the urine contains but a few grammes of sugar per litre. No such reaction occurs in the presence of albumin, bile, etc. A brown deposit may, however, be seen if the urine contains a great deal of blood, but this deposit is ragged and thick and can easily be distinguished from that due to the presence of sugar.

**Studies of Mustard Seeds.**—The results of new studies of mustard seeds have been recently published by Hartwich

and Vullemin (*Apotheker Zeitung*, 1905, page 162), who state that the mustards of different origin are not derived from the same species. A large variety of seeds are mixed with mustard seeds and are apt to deceive the buyer. Thus the authors found the seeds of *Brassica nigra*, *B. Junca*, *B. Rapa*, *B. Napus*, *Sinapis glauca*, *S. Cornua*, etc. On examining numerous samples of mustard seed obtained in the market the authors found that they were of different origin, and that admixtures of other seeds, either accidental or fraudulent, were discoverable in many of the samples. They urge the necessity of microscopical examinations in order to identify a given sample of mustard and to determine its purity. The technique of these examinations is given in the original article.

**Reactions Obtainable with Zinc Oxide.**—Bacovesco (*Bulletin de Pharmacie de Roumanie*, 1905, page 11) used a solution of zinc oxide of the strength of 20 per cent. in water. The following tests may be obtained by mixing an excess of the reagent to aqueous solutions of various substances. With mercuric chloride a pink precipitate is obtained in the cold, which turns red on standing for a little while. With mercuric nitrate a reddish precipitate appears; with mercurous nitrate a light yellow precipitate, which becomes black on boiling. The reagent causes complete precipitation of the bismuth from acid bismuth nitrate solution. With copper chloride the reagent gives a green precipitate. With the salts of cadmium silver and lead and of manganese no precipitate occurs. A green precipitate results on mixing the reagent with solutions of the salts of chromium. The same occurs in the presence of chromates and bichromates, provided SO<sub>2</sub> is also present. With ferrous salts the reagent gives a white precipitate in the cold, which soon turns green and, if heated, turns a reddish-yellow. The same reaction occurs with the salts of aluminum. The new reagent, therefore, enables us to separate cadmium from copper and iron from manganese.

**Preparation of Syrup of Iodotannic Acid.**—Numerous formulas have been offered for this syrup which is to be included in the next edition of the French Codex. Of these the most noteworthy is that of Grimbert, which was noticed in these columns some time ago. A recent formula suggested by Boudoin, of Cognac, has also attracted some attention, and the *Répertoire de Pharmacie* prints it along with the older ones, June 10, 1905, page 245. The procedure recommended by Boudoin consists in mixing in a flask 2 Gm. of iodine with 6 Gm. of tannin and 360 Gm. of distilled water. This is kept at a temperature of about 60 degrees and at the end of an hour the reaction is finished and the solution no longer turns starch paper blue. To this is added 640 Gm. of sugar, which is dissolved in the iodotannic fluid, and thus we obtain 1 kilogramme of syrup which has an amber color. The taste of this syrup is quite astringent and one may use 4 Gm. of tannin instead of 6. An important point in the preparation of this syrup, according to any of the formulas which have been suggested, is the particular kind of tannin to be used. The best kind is the chemically pure tannin prepared with alcohol. If this tannin be adopted in the next edition of the French Codex then the official formula should read as follows:

|  |         |
|--|---------|
| Iodine .....                           | Gm. 2   |
| Tannin (chemically pure, alcoholic) .. | Gm. 4   |
| Distilled water .....                  | Gm. 360 |
| Sugar .....                            | Gm. 640 |

The iodine should be powdered and placed in a glass or porcelain vessel, together with the tannin and the prescribed amount of water. The mixture should now be heated over the water bath to about 60 degrees C. When the liquid no longer turns starch paper blue the sugar should be added and the syrup finished by simply dissolving the sugar in the rest of the ingredients. This syrup contains 4 centigrammes of iodine to each 20 Cc. of the preparation.



**Preservation of the Urine.**—Ogden has studied the preservation of urine by means of boric acid, formaldehyde, salicylic acid, benzoic acid, corrosive sublimate, chloroform, chloral, camphor, and thymol. He concludes: (1) Boric acid is the most practical urinary preservative that we possess when used in the proportion of 5 grains to 4 ounces (or  $2\frac{1}{2}$  grains to 2 ounces) of urine.

**Iconogen, a New Reagent for Potassium.**—Pinera Alvarez (*Comptes Rendus de L'Academie des Sciences*, May 1, 1905) suggests the use of sodium amidonaphtholsulphonate as a reagent for potassium compounds in solutions. This substance is soluble in water in the proportion of 5 to 100, and it is this saturated solution that is used as a reagent. It should be prepared when needed with distilled water that has been boiled and cooled. The reagent described is just as sensitive as platinic chloride, and may be used for the detection of any potassium salt that has a neutral reaction. Its use is indicated in those cases in which we cannot use the better known reagents. It is also very good as a microchemical reagent, as the potassium amidonaphtholsulphonate which it forms crystallizes in large regular orthorhombic plates. The precipitate which the new reagent produces with potassium salts forms a little slowly, but is very characteristic. The new reagent does not precipitate ferric salts nor manganese compounds. It does precipitate, however, the salts of nickel, cobalt, bismuth and copper, the latter precipitate being soluble in an excess of the reagent.

**The Increase of the Ammonia in Opium Assay Objectionable.**—In a series of laboratory notes, presented at the recent meeting of the Pennsylvania Pharmaceutical Association, Charles E. Vanderkleed, of Philadelphia, referred to the assay of powdered opium as follows: Certain manufacturers of powdered opium advocate the use of 4 Cc. of ammonia water instead of  $3\frac{1}{2}$  Cc. in the official method of assay, claiming to obtain thereby a higher percentage of morphine. An investigation of this proposed improvement over the official method shows that, while it is true that a somewhat greater weight of crude morphine is thus obtained, the increase in weight is due not to morphine, but the impurities, such as calcium meconate, precipitated with the crystallized morphine. This was determined by titrating the crude morphine. The following table showing results obtained with samples of the same lot of powdered opium indicates the effect of substituting a Cc. of ammonia water for the  $3\frac{1}{2}$  Cc. in the official assay method:

| Assay.                     | Morphine<br>by weight.<br>Per cent. | Morphine<br>by titrating.<br>Per cent. | Purity of<br>precipitate.<br>Per cent. |
|----------------------------|-------------------------------------|--|--|
| A— $3\frac{1}{2}$ Cc. .... | (12.60)                             | 11.90                                  | 94.44                                  |
| Ammonia .....              | (12.82)                             | ....                                   | ....                                   |
| B—4 Cc. ....               | (12.82)                             | ....                                   | ....                                   |
| Ammonia .....              | (12.71)                             | 11.68                                  | 91.12                                  |

**Sinacidbutyrometer, an Apparatus for the Estimation of Butter Fat in Milk.**—The "sinacidbutyrometer" is an instrument recently devised for the purpose of estimating the amount of butter fat in milk. According to Sichler (*Pharmaceutische Zeitung*, 1904, page 1,073) it can also be used for determining the amount of fat in cheese, buttermilk, condensed milk, etc. The apparatus is used in the following manner: Ten Cc. of a solution of disodium phosphate, containing 150 grammes per liter of water, are introduced into the apparatus together with 10 Cc. of milk and 1 Cc. of butylic alcohol colored with some coloring matter which is insoluble in water but soluble in oily substances. The mixture is kept for five minutes at a temperature of from 60 to 70 degrees. The instrument is then shaken. The disodium phosphate, which is alkaline in reaction, dissolves the casein and the precipitate of albumin. The butter is thus liberated and floats on the surface of the mixture. It takes with it a fixed amount of butylic alcohol and forms a transparent column at the top of the liquid, which may be read off.

**The Detection of Benzoic and Salicylic Acids.**—By Frank X. Moerk, Ph.G. The detection of these preservatives is always effected by shaking out the acidified solution with ether, chloroform or a mixture of ether and petroleum ether. In this operation the formation of emulsions is frequently a source of considerable annoyance and delay. The

following method has been found free from this objection and has given satisfaction in the examination of organic liquids like milk, grape juice, wines, etc.: To from 20 to 50 Cc. of the alcohol free liquid to be tested add from 10 to 25 grams of sodium chloride, shake thoroughly to saturate the liquid with the salt, then add 1 to 2.5 Cc. of hydrochloric acid (25 per cent.), shake again, filter into a separating funnel and shake out with two or three portions of chloroform (15 to 20 Cc. each time); draw off the chloroform extractions into a flask, recover most of the solvent by distillation, add a few drops of ammonia water to the residual solution in the flask, evaporate to dryness at a low temperature to expel excess of ammonia, dissolve in a little water and test with ferric chloride test solution. Salicylic acid gives a violet color, benzoic acid a salmon colored precipitate. In testing alcoholic liquids make faintly alkaline with sodium hydrate, boil to expel the alcohol, cool, acidify slightly with dilute hydrochloric acid, dilute to the original volume and proceed as above.

**Suppositories with Substances Soluble in Water.**—Van der Wielen (*Pharmaceutisches Weekblad*, No. 13, 1905) recommends the following process for the making of suppositories or globules with cacao butter when substances that are soluble in water are prescribed. The prescription may read as follows:

℞ Extract of krameria.....4 Gm.  
Cacao butter, a sufficient quantity.

The water soluble ingredients are mixed and dissolved on the water bath in a tared capsule, using 4 Gm. of extract and 4 Gm. of water. The evaporated water is next replaced and 5.6 Gm. of the dissolved extract are taken. Next 22.4 Gm. of cacao butter are melted in a slightly heated mortar. The 5.6 Gm. of the dissolved extract are added and mixed thoroughly. The mass is well shaken until it cools almost completely. The mass is then run into molds, preferably nickeled ones, which have been previously slightly moistened with glycerin. If the mass is too hard it should be reheated. The cooled suppositories are taken out of the molds and cut so that they would weigh 4 Gm. each. The globules are prepared in the same way.

**The Testing of Rennin.**—A great lack of uniformity in the milk-coagulating power of commercial rennin powder is undoubtedly largely due to a lack of uniformity in the methods of testing. Charles E. Vanderkleed, of Mulford's Laboratory, in a note contributed to the recent meeting of the Pennsylvania Association, states that several samples of rennin have come to his notice labeled 1 to 100,000. On comparing these samples, however, with others labeled only 1-25,000, the latter were found to be the stronger. And yet we cannot say that the claim of 1 to 100,000 was false, because no time limit was stated. The following method of testing is recommended: Weigh 100 Mg. of the sample to be tested and dissolve it in 100 Cc. of water. Place 75 Cc. of fresh milk in each of several 4-ounce round screw-cap vials (such as are used for sampling oils), and immerse the latter in a water bath kept at a constant temperature of 43 degrees C. (110 degrees F.). When sufficient time has elapsed for the milk to acquire the temperature of the bath, remove the vials, one at a time, and run by means of a pipette  $2\frac{1}{2}$ , 3, 4, 5, 6 and  $7\frac{1}{2}$  Cc. of the rennin solution into the respective vials, noting the exact time at which each addition is made, returning the vial to the bath immediately after adding the rennin solution. At the expiration of exactly  $7\frac{1}{2}$  minutes for each vial move it from the bath and note at once the state of coagulation of the milk. In order to be considered coagulated the milk must have entirely lost its fluidity, and on inversion of the vial must break up into not more than three or four coagulated masses, with the separation of a clear watery serum. If 5 Cc. of the rennin solution have been required, the rennin may be considered 1 to 15,000; if but 3 Cc. have been required, then it is 1 to 25,000, etc. A good rennin powder will test at least 1 to 25,000 in  $7\frac{1}{2}$  minutes by this method. One sample labeled 1 to 100,000, but without specifying time, tested by this method, in  $7\frac{1}{2}$  minutes, 1 to 35,000; when given 10 minutes, it tested 1 to 40,000; when given 15 minutes, it tested 1 to 50,000; when given  $22\frac{1}{2}$  minutes, it tested 1 to 75,000; when given 35 minutes, it tested 1 to 100,000.

## PHARMACEUTICAL INDEX.

## Finding List of Articles on Scientific and Technical Pharmacy.

**Eikonogen.**—L'Iconogène, nouveau réactif du potassium. P. Alvarez, *Répertoire de pharmacie*, XVII, 6; 1905, June 10, p. 255.

**Formaldehyde.**—Dosage de l'aldéhyde formique. W. Fresenius et L. Grunhut, *Répertoire de pharmacie*, XVII, 6; 1905, June 10, p. 265.

**Honey.**—Die Untersuchungen des Bienenhonigs. H. Stadlinger, *Pharmazeutische Zeitung*, L, 51; 1905, June 28, p. 536.

**Iodotannic Syrup.**—Préparation du sirop iodotannique. M. Grimbert, *Répertoire de pharmacie*, XVII, 6; 1905, June 10, p. 242.

**Lecithin.**—Ueber Lecithine des Handels. G. Fendler, *Apotheker Zeitung*, XX, 49; 1905, June 21, p. 488.

**Methyl Alcohol.**—The Detection of Methyl Alcohol. Heyward Scudder, *Journal of the American Chemical Society*, XXVII, 7; 1905, July, p. 892.

**Stovaine and Cocaine.**—Reactions comparées de la stovaine et de la cocaïne. M. Zernik, *Répertoire de pharmacie*, XVII, 6; 1905, June 10, p. 264.

**Urinalysis.**—Zur quantitativen Zuckerbestimmung im Harne mit dem Lohenstein'schen Präzisions-Gärungs-Saccharometer. Georg Gregor, *Pharmazeutische Post*, XXXVIII, 25; 1905, June 18, p. 356.

## Cascara Sagrada.

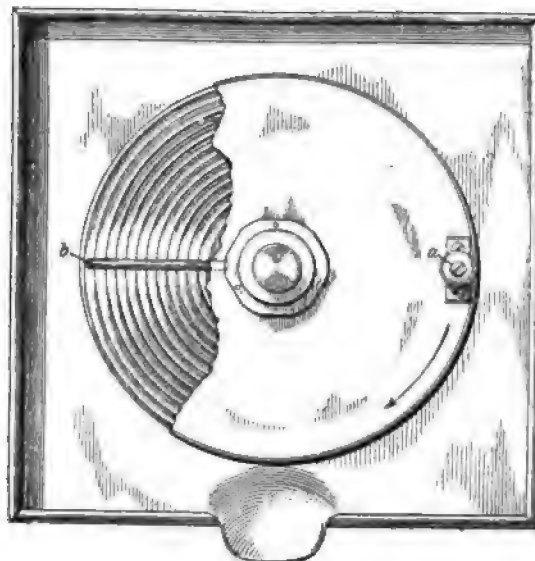
John R. Jackson writes in the *Pharmaceutical Journal* that a good deal of interest has been recently centered around the cascara sagrada. The plant in question has something more than a passing interest in consequence of the comparative rapidity with which it has become one of the best established drugs of the English market. Cascara sagrada is the Spanish for "sacred bark." It is the produce of *Rhamnus purshiana*, a small tree or shrub belonging to the natural order Rhamnaceæ, and closely allied to the common buckthorn and alder buckthorn of England. It is a native of the Pacific slopes of North America, where it has been for some time used as a purgative. It was introduced to this country as a drug from the United States in 1879, and has since become a fully established or official medicine. It occurs in commerce either in the form of quills or nearly flat pieces, the outer surface frequently being partially covered with a gray lichen, and the inner, when fresh, having a reddish brown color, which becomes darker by keeping. The bark is easily removed from the trunk in the early spring or summer. It has a powerful, bitter taste, but a very slight odor. From recent information it would seem that the demand for the bark has been so great, and the system of gathering so reckless, that the trees are to be protected by law; otherwise they would become liable to extermination.

## Cottonseed Oil in Lard.

Emmett and Grindley (*Journal of the American Chemical Society*) examined four samples of lard taken from pigs that had been fed with considerable quantities of cottonseed meal. These all gave the following reactions for vegetable oils: (1) Welman's reaction, (2) Tollen's pentosan reaction, (3) Salkowski's cholesterol reaction, (4) crystals resembling phytosterin. They also gave the following reactions for cottonseed oil: (1) The Bechi test, (2) the nitric acid test, (3) the Halpen reactions. A lard prepared at the same time from a pig not fed on cottonseed meal gave none of these reactions. Hence it is evident that these lards contain a vegetable oil and three distinct constituents of cottonseed oil, so it is safe to say that at least a part of the oil in the meal is absorbed by the animal body and transmitted in its unaltered condition to the fat cells.

## A New Pill Machine.

Swidkes, of Lemberg, Galicia, has patented a new pill machine (German Imperial patent No. 158,892), the construction of which is illustrated in the three cuts given herewith. It



consists (*Pharmazeutische Zeitung*, March 8, 1905) of a wooden frame with a projecting tongue on one side for holding the apparatus. A metal disk with concentrically arranged grooves



is fixed in the center of the frame, and a second disk with corresponding grooves rotates by means of the handle A. The pill cylinder B is cut into the desired number of pills by turn-



ing the upper disk. It is not necessary to roll the pills afterward, as they come out perfectly rounded from the machine.

**The Original Ozonic Ether.**—The following particulars regarding the manufacture of ozonic ether are taken from Pharmaceutical Formulas: Sir B. W. Richardson, who introduced ozonic ether, directed it to be made by shaking together equal parts of 30-vol. hydrogen dioxide and pure ether, and decanting the ethereal layer for use. Martindale states (*Extra Pharmacopœia*, 1898, p. 258) that it is "ether containing in solution hydrogen dioxide of 30-volume strength, with some alcohol." It may be made as follows: Mix together in a large flask 1 part of barium dioxide and 50 parts of pure ether, both by weight, keeping the flask in ice or iced water; then add gradually a mixture of 2 parts of hydrochloric acid and 8 parts of water, still keeping the contents as near freezing point as possible. Allow the action to proceed for an hour, and decant the ethereal liquid.

**Indoform, an Antirheumatic Drug.**—Indoform is a new remedy for rheumatism and is obtained by the action of formic aldehyde upon acetylsalicylic acid. It occurs in the form of a white crystalline powder slightly soluble in cold water and more so in warm water. It has a slightly astringent and acid taste, and is decomposed by alkalis (e.g., the intestinal juices) into methylen-glycol and thence into formic aldehyde. Indoform has been used in gout, rheumatism, neuralgia, etc. The pain disappears gradually after its use. The dose is from one to three tablets of ½ Gm. each, and the remedy should be taken either during or after meals in a glass of water.



## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

**The Ownership of the Prescription.**—H. H. C. writes: "Regarding the question of the ownership of the prescription, discussed in the May 8 issue of the *AMERICAN DRUGGIST*, I should like to submit the following: By giving back the original prescription the pharmacist leaves himself without any legal means of defense in case of trouble with the doctor. The pharmacist should therefore keep the original, as a copy does not carry the same authority as does the original. Besides, the prescription is considered an order of the doctor on the pharmacist and it is the right of the latter to keep it. The law of Curaçao, Dutch West Indies, says: 'The prescription should be kept by the pharmacist for at least twenty years.'"

**Typewriter Ribbon Ink.**—M. R.—By consulting back numbers of this journal you will find a number of satisfactory formulas for typewriter ribbon inks. The following new formulas have been published:

### Black or Blue Ink.

|                                   | Parts. |
|-----------------------------------|--------|
| Transparent glycerin soap.....    | 1      |
| Glycerin .....                    | 4      |
| Water .....                       | 12     |
| Alcohol .....                     | 24     |
| Aniline dye, sufficient to color. |        |

Dissolve the soap in the mixture of glycerin and water with the aid of heat, and the aniline dye in the alcohol, and mix both solutions.

### Red.

|                                 | Parts. |
|---------------------------------|--------|
| Bordeaux red, O. S.....         | 15     |
| Aniline red, O. S.....          | 15     |
| Crude oleic acid.....           | 45     |
| Castor oil, enough to make..... | 1000   |

The dyes are mixed with the oleic acid, and this in turn incorporated with the castor oil, and the whole allowed to macerate for some time at a heat of 100 to 110 degrees, with constant stirring.

**Liquid Slating for Blackboards.**—J. H.—A formula which has been used with satisfactory results calls for the following ingredients and manipulation:

|                            |         |
|----------------------------|---------|
| Shellac .....              | Oz. 8   |
| Alcohol .....              | Pints 5 |
| Dissolve and incorporate:  |         |
| Deep ultramarine blue..... | Oz. 4   |
| Emery flour .....          | Oz. 4   |
| Ivory black .....          | Oz. 8   |

This preparation should be well shaken before using and only enough be poured out for immediate needs. It should be applied quickly and evenly with a wide sable hair brush. One coat will generally be found sufficient for renovating old blackboards.

**Eau-de-vie allemande.**—C. L. W.—One might be pardoned for translating this term into "German brandy," but it would not be pardonable to supply the alcoholic liquor distilled from wine as the article called for. *Eau-de-vie allemande* is the playful way in which French medical men and pharmacists refer to compound tincture of jalap, and this should be used when the French synonym is written. The formula for its preparation follows:

|                             |     |
|-----------------------------|-----|
| Jalap .....                 | 80  |
| Turpeth .....               | 10  |
| Scammony .....              | 20  |
| Alcohol (60 per cent.)..... | 960 |

*Eau-de-vie allemande aromatique* is made as follows:

|                             |      |
|-----------------------------|------|
| Jalap .....                 | 80   |
| Turpeth .....               | 40   |
| Canella .....               | 10   |
| Coriander .....             | 5    |
| Cloves .....                | 5    |
| Red saunders .....          | 5    |
| Alcohol (50 per cent.)..... | 1280 |
| Sugar .....                 | 80   |

**Hectograph Inks.**—M. R.—The following are recent formulas:

### Violet.

|                     | Parts. |
|---------------------|--------|
| Methyl violet ..... | 20     |
| Alcohol .....       | 21.2   |
| Glycerin .....      | 60     |
| Water .....         | 400    |

### Black.

|                   |     |
|-------------------|-----|
| Nigrosin .....    | 50  |
| Alcohol .....     | 10  |
| Gallic acid ..... | 5   |
| Glycerin .....    | 30  |
| Water .....       | 200 |

### Red.

|                |     |
|----------------|-----|
| Eosin .....    | 20  |
| Alcohol .....  | 5   |
| Glycerin ..... | 10  |
| Water .....    | 300 |

### Blue.

|                   |     |
|-------------------|-----|
| New blue .....    | 25  |
| Alcohol .....     | 10  |
| Glycerin .....    | 10  |
| Oxylic acid ..... | 2   |
| Water .....       | 500 |

### Green.

|                       |     |
|-----------------------|-----|
| Brilliant green ..... | 20  |
| Alcohol .....         | 5   |
| Glycerin .....        | 10  |
| Water .....           | 500 |

**Condensed Milk.**—H. S. S.—The manufacture of condensed milk cannot be undertaken profitably on a small scale. The milk is concentrated by the evaporation in a vacuum of its watery constituents. Different processes are followed for the sweetened and unsweetened forms of condensed milk. For the latter form the milk is first sterilized by the application of heat under pressure and then evaporated to one-half or one-third of its bulk in a vacuum. In the manufacture of sweetened condensed milk cane sugar is added to the milk before concentration and the liquid is then evaporated to the required extent. About 1 part by weight of finished product is obtained from 3 parts by weight of the original milk. The amount of sugar added is about 1 pound to a gallon of milk.

**Trick Formula Wanted.**—F. R. writes: "I am desirous of obtaining the formulas of two solutions which, when applied to a playing card and one's finger, respectively, will indicate the marked card by a change of color on the finger."

We are sorry we cannot oblige our correspondent with the information desired. There are, however, many chemicals soluble in water to a colorless solution which react with each other to form new compounds having distinctive colors of their own. The formation of red mercuric iodide by reaction between potassium iodide and corrosive sublimate is a case in point. The methods employed in making invisible ink should be rich in suggestion to our correspondent. Thus, a solution of lead acetate might be applied to a card which, when touched with a finger moistened with a sulphide solution, would turn black. A card impregnated with a solution of potassium ferrocyanide would turn blue when touched by a finger moistened with tincture of ferric chloride. All this is offered, as we have said, in the way of suggestion only, and any skilled pharmacist would be able to make practical application of such suggestions.

**Lures for Fish.**—P. S.—As we have explained previously, the use of artificial bait or poisons as lures for fish is unlawful in some States. In some sections of the country oil of rhodium—a mixture of oil of rose geranium and balsam copaiba—is used. In others a mixture of flour dough, gum asafetida and fish berries is used for catching certain kinds of fish, but, as stated, the use of any preparation of this kind is prohibited by the fish and game laws of the various States.

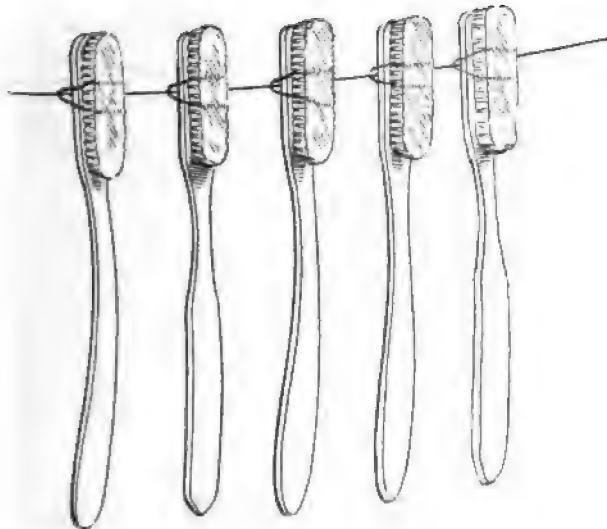
## BUSINESS BUILDING

By W. A. DAWSON

*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N.Y.*

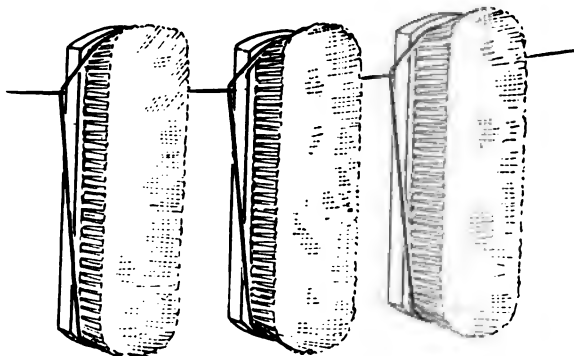
### Window Dressing Devices.

In no retail business has ingenuity and originality greater scope than in the drug store. Every retail drug clerk, save in the larger stores of the cities, is called upon at times to exercise his ingenuity and is thrown upon his own resources in the matter of window dressing. The results obtained in window dressing involve not only a question of taste and judgment



but mechanical skill in the construction of display stands and in the invention of devices for securing a display of goods to the best possible advantage.

A New York drug clerk has made very effective displays of



tooth brushes and nail brushes, in which he has used elastic bands in what struck us as a rather novel manner. As will be seen by the illustration shown herewith, the brushes are suspended on twine, or, if desired, fine wire, strung across the back of the window, the only novel feature involved being the method of suspension. In dressing the window the clerk takes a pocket full of small rubber bands, puts a band across the face of the tooth brush, draws back the other end of the band, passes it upward over the twine and over the top of the brush, allowing it to snap back in the bristles. Since the bristles hide the rub-

ber band, the effect from the front is quite attractive, and at first one is inclined to wonder how the brushes are suspended. Festoons of brushes may also be arranged in the same manner from twine hanging down from the ceiling of the window and the lower ends of this twine may be drawn to one side or the other in a symmetrical way so as to give the effect of a curtain of tooth brushes, having somewhat the same appearance as do the curtains of beads which are found in the Japanese stores.

In order to retain the brushes in their proper relative position on the perpendicular line it will be necessary to make a series of knots in the twine at equal distances. The necessity for doing this renders the arrangement of the brushes on a perpendicular line rather a tedious process as compared with the use of the horizontal lines of twine.

A somewhat similar use of the bands is also shown in connection with the nail brushes illustrated in this column.

This method of display is both economical and effective, for the bands may be used again and again and the brushes displayed are not damaged in the slightest degree. A little experience in applying the bands in the manner indicated will enable the clerk to dress the entire window in a very short time.

### We Employ Only Skilled Druggists

In our prescription department. The use of boys who "want the practice" is never dreamed of. We can't afford to run the risk of mistakes in compounding, and our first precautionary measure is the employment of none but expert graduates in pharmacy.

With these, and our check system, errors are impossible in the Stuckert store.

Bring your prescriptions to the safe store.

Exclusive agency for Huyler's Candies.

BRITTON'S DRUG STORE,

State and Warren.

Charles Stuckert, Proprietor,

Masonic Temple. Phone 173.

*A Good Prescription Ad.—It is a little confusing to accentuate the Britton House Drug Store in the foot lines while referring to "the Stuckert Store" in the body of the ad. He should stick to the one or the other designation.*

### And Yet Another 100 Boxes

McDonald's delicious stick candy came in, fresh and fine—made from the best refined sugar and fruit juices. There is no confection on the market more pure and wholesome.

75 sticks save 75 cries. The Miller-Butcher Drug Co., Kodaks and Supplies. No liquors. Cor. opp. P. O.

*A Plain Tale Speeds Best Betting Plainly Told. Plain, Everyday Stick Candy, the Candy of Our Daddies. "75 Sticks Save 75 Cries." How Could It Be Bettered?*

### Huyler's

Name is to Candies what Haviland's is to French China, a guarantee as to quality. There's nothing nicer, nothing purer made. We're agents for these celebrated goods and carry a full line. Buy Huyler's and get your money's worth.

BROWN & TURNER, Apothecaries, 501 Congress Street.

*"Buy Huyler's and Get Your Money's Worth." is a Good Catch Line.*

### Postage Stamps At Cost

and one hundred other things just as reasonable. We are here to please.

The most perfect delivery service in the city. Try us. D. E. MONROE & CO., Temperance Pharmacy, Corner Tejon and Bijou Sts. Phones 311 and 531.

*Is This Statement Really True?*

### Always At Your Service

And, remember, we deliver free to all parts of the city. Phone your wants.

25c Lyon's Tooth Powder...14c  
25c LeGrand's Tooth Wash...14c  
15c Swan's Down Powder...10c  
25c Tetlow's Gossamer...15c  
50c Lablache Powder...29c  
50c Pozzon's Powder...25c  
50c Carmen Powder...50c

The best on earth. BEATON DRUG COMPANY, 15th and Farnum Sts. The Money-Saving Drug House.

*The Cutter Who Has Nothing to Offer But a Cut Price Gives the Impression of Cheap Quality as Well as Cheap Prices. And Nowhere Does Quality Count so Much as in the Drug Store.*

### Soft Chamois Skins

Our Chamois Skins are soft, fresh and strong. All perfect, free from holes and wear extremely well. Each piece is extra large for the price at which it is offered. Large stock, all sizes. 20 per cent. discount. Prices 8c to 98c. RECTOR'S PHARMACY, 12th and O Streets.

*A Good Talk on a Little Used Subject and One that Ought to Sell Chamois Skins.*

### Still Doing Business

Honest goods. Honest prices. Honest business methods. HARDMAN DRUG CO. City Pharmacy.

*Terse, Forceful and Imprudent.—But this style should be resorted to at rare intervals only, more specific ads being run as a general rule.*

**Bandages,  
Sterilized Cotton,  
Absorbent Gauze,  
Adhesive Plaster,  
Surgical Dressings,  
Tetanus Antitoxic  
Serum**

AT

**Fish's Drug Store,  
348 Broadway.**

A Good Ad of a Good Druggist. But It Must Be Changed Frequently.

**BABY'S  
Hot Weather  
NECESSITIES.**

We do our part towards keeping baby healthy and comfortable during the summer by supplying the many articles in the way of feeding, nursing, teething and toilet goods which are absolute necessities in the proper care of a baby during trying hot weather.

**Sullivan & Slauson,  
Busy Corner Druggists.**

Timeliness is an Important Factor in Advertising, and This is One of the Best Hot Weather Ads We Have Noticed This Season.

**The Ice Cream  
in Our Soda**

is a home-made product with all the excellence that this implies. We desire that our soda be the best that can be produced, and hence make our own ice cream so that we know precisely what we are serving.

As to the delicious qualities of our ice cream soda we leave you to judge of that and hope if you have not already judged that you will do so soon.

**PEOPLE'S PHARMACY,**

H. Theo. Graeber, Prop. 191-3 Pratt St. Telephone 308-4

The Dependable Dealer in Dependable Medicine.

The Ice Cream Part of the Ad is All right.—It's a good thing to speak of a product of your own as though the fact that it is your own is of itself a recommendation. And it is—or should be. But what does "dependable" mean? Is it a new-coined word, or is it merely a misprint?

**OPPORTUNE  
SUGGESTIONS**

If feeling exhausted and  
run down

**Dr. Greene's Malt**

will brace you up

**2 bottles for 25c.**

If suffering from stomach  
trouble

**Manacea Water**

will surely help you. On draught  
5c. a glass.

In bowel trouble so incident to this  
weather nothing so good as our  
**Blackberry Cordial.**

**Hastings'  
Pharmacy.**

The Emphasis Is Laid on the Wrong Lines.—Better effect would have been obtained by emphasizing the condition to be met by the remedy than by advertising the name of the remedy itself. This latter kind of advertising comes later when the druggist quits the retail for the manufacturing business.

**Modern  
Pharmacy**

is practiced by us in every way. There have been great improvements in the last few years in the making of medicines.

The preparations you take today are more elegant in looks, more palatable and, while milder in action, are just as effective as the old nostrums that were actually nauseating.

We have kept step with the times and the medicines you purchase of us will be found of superior quality, as they are scientifically prepared.

**The Hartman Drug Co.  
Dispensers of  
HIGH-GRADE DRUGS**

Stueck Block, 390 Main Street,  
MIDDLETOWN, CONN.

**Druggist Kills Himself.**

R. K. Carr, druggist for the H. Weston Lumber Company, killed himself at Logtown, Miss., recently by drinking an ounce and a half of carbolic acid for alcohol. His home was in Centerville, Miss. He leaves a widow.

"Doctor, don't you think that raw oysters are healthy?"  
"Yes; I never knew one to complain."—*Baltimore Jewish Comment.*

## PUBLIC CONVENIENCES IN DRUG STORES.

**Further Contributions on the Advertising Value of the Sale of Postage Stamps, Free City Directories, Etc.—A Protest from a Distributer of Antitoxine.**

It will be recalled that in our issue of June 26, page 350, we presented the views of a number of well-known pharmacists regarding the sale of postage stamps, the furnishing of a free city directory, etc., by the druggist. It is interesting to us that even those who condemned the practice theoretically in many instances failed to live up to their theories, preferring to "bear those ills they have rather than fly to others they know not of" in the matter of loss of custom.

One novel feature of the public service function of the pharmacist is presented by a New York City druggist who drew the line at paying a gas bill for the Health Department.

**Necessary Evils.**

By E. A. SAYRE.

I believe both directory and postage stamps are necessary evils in a drug store. The public looks for them, and anything that brings people into a store is a good advertisement. Such accommodations are not appreciated by the majority, but they are by some. Let us be charitable and believe the latter class are those who will come to you when in want of a dose of salts or an emetic. They no doubt would also use your pay telephone at your expense if allowed.

NEWARK, N. J., June 22, 1905.

**Substations a Detriment.**

By WILLIAM P. DE FOREST.

Postage stamps and directories must be considered as necessary evils in the drug store, to be endured with as much equanimity as the pharmacist can command. The custom has become so settled that to refuse to provide them would subject the druggist to a loss of trade and of reputation as an obliging tradesman. They do not bring customers to the store, but assuredly would divert trade if not kept. Patrons do not receive them as a favor, but demand them as a right, having been educated by competitive advertisements from department stores and many druggists. Substations are a detriment to the drug store, displeasing customers compelled to wait for prescriptions while letters are being registered or money orders made out.

BROOKLYN, N. Y., June 18, 1905.

**Stamps and Directory Necessities.**

By STEWART GAMBLE.

We regard the keeping of stamps for sale a necessity; we, of course, limit the sale usually not to exceed ten cents. We believe it would be a detriment not to keep them. Many of our regular customers want them. If we always kept saying we don't keep them we are afraid people would have a poor opinion of us. As to the directory, we could not dispense with it.

MINNEAPOLIS, June 19, 1905.

**A Means of Gaining Customers.**

By OTTO C. BASTIAN.

We have not found the sale of postage stamps a detriment to business. We have made many sales and have made some good, steady customers, which we gained by keeping postage stamps in stock. We carry a large line of stationery, which really necessitates our keeping stamps for sale. The directory will not cause much inconvenience if placed in a conspicuous place in the front part of the store, where the public will have easy access to it. The directory has sold many cigars and soda waters for us.

SOUTH BEND, IND., June 21, 1905.

**An Unprofitable Business.**

By OTTO BOEDDIKER.

The city directory being a necessity in the conduct of business its use cannot well be dispensed with. If located in proximity to a post-office station the sale of stamps could be discontinued without appreciable loss of business; if distant from such an office a concession to old custom may be made and stamps be supplied in booklet form, and postal cards in packages of 25, for reasons that will be obvious. I think the more unprofitable concessions the druggist offers the more will he lose in the estimation and confidence of the public, and be considered by it a fit subject for new and worse impositions. No profitable business is ever obtained from the habitual stamp purchaser.

NEW YORK, June 15, 1905.

**A New Phase of the Public Service Nuisance.**

By A NEW YORK DRUGGIST.

The discussion of the question of public service in the drug stores, which was begun in a recent issue of the AMERICAN DRUGGIST, has aroused my warmest interest and I am glad to be able to cast one brand into the fire of criticism evoked and to set forth a grievance which I have and which other New York druggists have in common with me against the Board of Health of the City of New York. It is true that the circumstances narrated below occurred some years ago and it is possible that the conditions have changed for the better since that time, but if so I am not aware of it.

When the Health Board of the City of New York established culture stations at which culture tubes from suspected cases of diphtheria were left, my store was selected as a station and I was supplied with the culture tubes, instructed as to their use, and furnished with a supply of antitoxin made by the city, and was informed that upon all sales of this antitoxin I was to be allowed a profit of 10 per cent. and was to be permitted to furnish antitoxin free to indigent patients on the certificate of the attending physician, backed up by an affidavit by myself.

At first a collector called at the station for such culture tubes as had been left for the department, but a spasm of economy having struck the department the number of collectors was cut down and the druggists were required to have a messenger meet the collector of the board at a specified place and hour every day with a report from the station whether or not any cultures had been left for examination. If my boy was a minute late the collector never waited for him, and not having any means of knowing whether or not the collector had already been at the trysting place the boy would wait for a couple of hours before giving him up. I would thus lose two hours of the boy's time and the 10 cents in carfare required to send the boy to the place of meeting, and all this without any prospect or any possibility of direct repayment.

Moreover, when a physician indicated that the antitoxin was required by an indigent patient I was compelled under the regulations of the board to put the physician through a catechism, which invariably left him very sore and much disgruntled with me, but not with the Board of Health, under whose directions I was acting.

All this left rather a disagreeable taste in the mouth, but I was willing to submit to it for the purpose of helping the public through the Health Board. Finally, however, an incubating oven was installed in my store, connected with my gas pipes, and the incubator put in operation, with really admirable results, diminishing materially the time required to determine the presence or absence of the diphtheria bacillus. At the end of a month I found that my gas bill was between \$6 and \$7 more on account of the gas consumed by the incubator. Upon rendering a bill for this excess of gas used solely in carrying out the work of the health authorities the payment was denied, whereupon I discontinued the tube and refused to permit the gas to be used at my expense. After a very warm session with the representative of the Board of Health I insisted on having my store stricken off the list of antitoxin stations.

As I told the health authorities, I am glad at all times to extend all possible courtesies to individual physicians and, indeed, am willing to go to considerable trouble and some expense to serve a physician, but when it comes to giving my services free of charge to the great municipality of New York, with its \$3,000,000,000 income and its thousands of high salaried officials, I think it is time to enter a protest. When in addition to free services I was called upon to pay out of my own pocket \$6 or \$7 a month for gas to be used by the Health Department I felt it was high time to dissolve the one-sided partnership with the city. A more high-handed proceeding I have never heard of, and I am sure that the city authorities would never have attempted any such procedure with any other class of business men than the long suffering, patient and altogether too good-natured public drudge, the druggist.

### The Sale of Stamps Not Profitable Either Directly or Indirectly.

One of the leading druggists in a neighboring city, who asks us not to use his name but whose experience and judgment entitles his opinion to be received with respect, says: "I do not believe that the postage stamp business pays. Originally the sale of postage stamps in drug stores was introduced as a means of accommodation for the regular customers of the store having a family trade and located some distance from the post office. The custom became so general, however, that the public has come to believe that it is part of the druggist's duty to furnish stamps to every one, regardless of his relations to the druggist and regardless of the amount of trouble involved in providing stamps when asked for. The druggist who furnishes the stamps is not looked upon as doing an act of courtesy, but merely as one who has performed his allotted duty, and there is no sense of obligation felt on the part of the customer. For this reason I am positive that the sale of stamps in the drug store is a mistake.

#### POSTAL SUBSTATIONS NOT PROFITABLE.

"It so happens that I am not in a position to live up to my belief in this matter. Some years ago, finding that I was compelled to carry stamps, I thought I would endeavor to make something out of it and secured a substation. For this I was paid \$100 for the first year. The amount of work involved in issuing post office money orders and in selling stamps in any quantity desired—and with me the total quantity was large, though sold in small lots—required the services of an additional employee, so I engaged a girl at a salary of \$5 per week whose sole duty was to look after the post office business. My substation therefore cost me \$150 in excess of the amount allowed by the Government. I sold a sufficient number of stamps, however, in that year to rank my station in the \$300 class for the second year, thus covering the additional clerical expenses entailed. At the end of five years, if one sells a sufficient number of stamps—say \$1,000 a month—the substation will pay from \$400 to \$500 a year, but by the time you deduct the cost entailed for additional space required, the services of the clerk, whose salary will have to be advanced or a new one broken in, and the occasional contributions to campaign expenses which is expected of the holder of a substation, the appointment only just pays the expenses.

"Looked at, then, independently of its bearing on the drug business and from a purely financial point of view, even the substation is not a money maker for the druggist. My postal clerk puts in ten hours a day, which covers the business hours of the post office, but the average customer expects a great deal more from the substation than he does from the main office, for he will come in at any hour of the night or Sunday when the idea strikes him and call you away from your prescription desk to get a post office money order for 99 cents, payable in Hongkong, Kalamazoo or some other outlandish place, and to issue which will take practically a half hour from your legitimate business without any chance of making anything, while if you make any mistake you have to bear the loss. Of course, you may tell the customer that you cannot issue money orders after the business hours of the post office, but if you do this you will make him angry and lose his trade and that of all his friends.

"The only argument which has ever been seriously advanced in favor of the sale of postage stamps by a retail druggist is that indirect benefit accrued from bringing people into the store, the idea generally being held that when a man or woman comes into the store and buys a postage stamp he or she is very apt to buy something else.

"Now, in the residential section the person who comes to buy a stamp is most frequently a servant or a child, and having no money to spend they cannot be expected to make any purchases, while during the picture card craze the average small boy who came in for a postage stamp expected to get an assortment of handsome picture cards as a premium. Next to children and servants, women are the most frequent customers in the residential section, and the same spirit of economy which will lead the average woman to spend 20 cents

in carfare in order to attend a bargain sale where she can save 11 cents, prevents her from being a very profitable patron in connection with the postage stamp business. As far as my observation goes, women do not make casual purchases. They certainly do not in the drug store. When a woman wants anything in a drug store she comes for that and she does not buy anything she doesn't specifically come for. With men, I admit that there is a possibility of their buying a cigar which they might otherwise have bought elsewhere, but outside of this possible source of profit, and this in my neighborhood is a very small one, I fail to see any advantage to the retail druggist in handling postage stamps. I confess that having once gotten into this business I lack the moral courage required to get out. If I should stop furnishing postage stamps I would certainly give a great many people offense, though in continuing to do so I do not win their good will.

"The money order business is very unsatisfactory for the reason that the Government has let it generally be understood that money orders can be cashed in substations. As a matter of fact, the Government does permit any substation to cash a money order provided the station happens to have money order funds (not stamp funds, which is a different fund, and a separate account of which must be rendered) and provided that the druggist cashing the money order assumes the responsibility for the identity of the holder. These two provisos place the druggist in a very awkward position. In the first place, the matter of identification is frequently a very difficult process, and the druggist has to take the risk of giving offense as to the knowledge of the identity of a customer whose face had been familiar for years but whom he does not know by name. Moreover, the money order fund is allowed to accumulate only up to the amount of \$50, and as soon as this sum is reached the entire amount is turned into the post office. This being done, in the morning a customer may come in with a money order for \$10, and when told that there are no funds with which to cash this money order the druggist has got a cross customer on his hands, to whom it is practically impossible to demonstrate that the druggist is not trying to cheat him in some way. When a man goes to the main post office and is catechized as to his identity he may get angry at the Government but he does not blame the clerk, but when he comes to the retail druggist, in whose store he may have been once a week for several years, his self-esteem is hurt by the fact that the druggist does not recognize him by name, and instead of being angry with the United States Government, which has laid down the regulations, he is angry with the druggist, who is called upon to enforce them.

"Where the druggist has no substation, I am convinced that the interference with his regular trade by the postage stamp customers is so detrimental as to more than counterbalance any possible profit accruing from the trade thus brought into the store. Once when alone in my store and compounding a difficult and tedious prescription for an impatient customer I determined not to allow the postage stamp buyers to interrupt my prescription work, and before that prescription was completed I was under the necessity of "turning down" eight applicants for postage stamps, each of whom no doubt felt a sense of personal grievance for being turned down, which more than counterbalanced the courtesies extended to him in furnishing postage stamps for eight or ten years. If, on the other hand, I had allowed these postage stamp buyers to interrupt my prescription compounding the customer waiting for the prescription would certainly have had good cause to feel grieved and would have no doubt taken his prescription elsewhere to be filled.

"On the whole, I am convinced that the sale of postage stamps by the retail druggist does not pay, either directly or indirectly."

A well-known medical journal offers this advice: "If the child does not thrive on fresh milk, boil it." Why not begin by merely spanking it; it may learn to like it after awhile?—*Atlanta Journal*.

## THE ANNUAL MEETING OF THE N. A. R. D.

**Boston Preparing to Receive a Record Breaking Attendance—To Meet at Paul Revere Hall—Massachusetts College the Headquarters—Elaborate Entertainment Planned—Great Enthusiasm**

(From our Regular Correspondent.)

Boston, July 19.—Arrangements are being rapidly perfected for the coming annual convention of the N. A. R. D., which it has been decided to hold in Paul Revere Hall, Huntington avenue. This is an ideal convention hall because of its convenient location to hotels, steam and electric railroads. Accommodations have been secured at the nearby hotels, Copley Square, Lenox and Nottingham, the former being the official headquarters. Because of the important business questions to be considered, the many historical surroundings of the Hub and the opportunity to travel in the month of September an attendance larger than ever before known is anticipated. Ample provision is to be made for the entertainment and enjoyment of all and a special committee will look after the interests of the ladies. A genuine fish dinner (New England style) is one of the unique features promised. Those desiring further information should apply to J. Arthur Bean, chairman of the Committee on Information, who is fully prepared to distribute publicity. All correspondence should be addressed to Massachusetts College of Pharmacy, St. Botolph and Garrison streets. F. F. Ernst, chairman of the Convention Committee, has appointed the following heads of committees to assist in convention work: Committee on Transportation, J. P. Collins, chairman; Reception, C. P. Flynn, chairman; Entertainment, John J. Tobin, chairman; Finance, H. O. Nute, chairman; Hotel and Accommodations, Prof. E. H. La Pierre, chairman; Ladies' Auxiliary, C. H. Packard, chairman; Information, J. Arthur Bean, chairman; Souvenir, S. V. Rintels, chairman; Telephone, H. O. Nute, chairman; Press and Publicity, J. F. Finneran, chairman.

The various committees have already taken up their labors with an enthusiasm which augurs success. The monetary question has been vigorously attacked and Mr. Nute's committee is already in the field for donations from proprietors and wholesale houses. Checks should be made payable to E. H. La Pierre.

The Committee on Reception, under Mr. Flynn, has also made commendable progress and the other chairmen are not being outdone in the rapidity of completing plans. Flora E. Sleeper, Ph. C., is the official stenographer for the various committees.

M. J. Finneran, of Boston, chairman of the Press Committee for the annual meeting of the National Association of Retail Druggists, has sent out the following notice of the meeting for publication in the drug journals:

The annual convention of the National Association of Retail Druggists will be held at Paul Revere Hall, Huntington avenue, Boston, Mass., commencing Monday, September 18, 1905. This hall is situated near hotels, railway stations and street railways and will undoubtedly be considered by all the ideal convention hall.

The Committee on Hotels has secured accommodations for the visitors at the Lenox, Nottingham and Copley Square, the latter having been secured as headquarters.

Business of great importance will be transacted at this convention, and every druggist who is able should be present to give it his approval, not only from a commercial but from a professional standpoint. Aside from the business reasons that should prompt you to attend are the thoughts of paying a visit to that part of our country that has done so much to make history. September is the ideal month for visiting our beautiful city, and if you come we will endeavor to show you how we entertain visitors in Boston.

The Committee on Entertainment has in mind as part of its programme a trip on the ocean and a genuine New England fish dinner at some one of the nearby coast resorts.

Be sure and bring the ladies, and we will see that they are well cared for, as a special committee for their entertainment

has been appointed who will make special efforts to see that they enjoy themselves better than the male members of their families.

If you have never visited Boston this is the chance that you must have been waiting for, and the Convention Committee can assure you that your trip will be of great benefit to you in many ways.

The Committee on Information, of which J. Arthur Bean is chairman, will be glad to give all intending visitors any information they may require as to the distance from Boston of any of the cities and towns in New England which they may care to visit.

Keep the convention in your mind and if possible spend your vacation, this year at least, in Boston.

F. F. Ernst is the chairman of the Convention Committee and has appointed the following committees to assist him in carrying out the details of the convention in making it a success: Committee on Transportation, J. P. Collins, chairman; Reception, C. P. Flynn, chairman; Entertainment, John J. Tobin, chairman; Finance, H. O. Nute, chairman; Hotel and Accommodations, Prof. E. H. La Pierre, chairman; Ladies' Auxiliary, C. H. Packard, chairman; Information, J. Arthur Bean, chairman; Souvenir, S. V. Rintels, chairman; Telephone, H. O. Nute, chairman; Press and Publicity, J. F. Finneran, chairman.

Headquarters for correspondence, Massachusetts College of Pharmacy, St. Botolph street, Boston, Mass., where all letters should be addressed to insure a speedy reply.

## Registered in Illinois.

At the recent examination conducted by the Illinois State Board of Pharmacy in Chicago the following passed successful examinations:

Registered Pharmacists: B. R. Abrams, L. N. Alt, H. W. Anderson, C. G. Anderson, C. M. A. Anseth, T. A. Beans, S. Benensohn, V. Bologna, C. D. Boring, C. F. Buschick, A. Chittick, H. Cobb, P. F. Coffey, A. E. Curtis, T. C. Dedman, J. W. Drevitz, F. B. Flak, C. Hallett, H. O. Hartley, P. L. Hawkins, J. T. Holway, J. C. Higgins, M. Indovina, E. Jerico, E. Johnson, H. A. Johnson, C. J. Kollar, Jr., A. E. Lee, W. C. Leonard, W. F. Locke, A. Lofstrom, C. E. Menzies, J. G. Mick, G. H. Mitchell, E. Monaco, E. L. Naviaux, J. J. Reinhofer, C. R. Roth, R. Rugg, P. F. Rice, A. R. Schenk, M. F. Schomer, G. F. Staack, L. G. Stahlfeld, A. Vrettes, C. A. Walz, J. P. N. Waterloo, A. C. Weissenborn, V. D. Weissenburger, all of Chicago; F. H. Bess, Peoria; O. Burton, Newton; C. R. Clothier, Polo; L. A. Dickhut, Quincy; G. G. Dillow, Donola; J. C. Freeman, Argenta; E. E. Granger, Kasbeer; W. B. Keusink, Champaign; M. Lundberg, Blue Island; E. R. F. Maag, Pana; W. R. Moffitt, Chillicothe; V. C. Murphey, Cuba; F. A. Nester, Jr., East St. Louis; E. O. Ostrowski, Hammond, Ind.; C. A. Voigt, Cairo; O. S. Wertz, Prophetstown.

Time Service: E. R. Clause, Leo Gans, H. F. Krohn, E. R. Newman, C. M. Olson, E. Schmidt, of Chicago, and A. M. Resh, Freeport.

Assistant Pharmacists: W. L. Bartholomew, H. C. Brown, M. E. Feltenstein, C. D. Gauthier, A. H. Goette, E. E. Grebel, L. M. Haeller, J. R. Hall, S. L. Harrit, H. Hansen, F. J. Kimmel, J. Maulella, W. S. Mayhew, G. B. Meredith, M. J. Meyerowitz, J. E. Miller, C. W. Moore, T. J. Peters, J. A. Rager, J. G. Roeding, A. J. Sachse, G. A. Schnadt, M. G. Stahlfeld, G. J. Toussing, W. F. Von Zelinski, of Chicago; A. G. Ackermann, Quincy; O. E. Behremsmeyer, Quincy; G. Elrele, Quincy; G. J. Foxford, Morris; F. H. Foster, Maywood; W. Grimes, Clinton; R. P. Kile, Rockford; N. J. Kurt, Aurora; J. P. Lester, Berwyn; T. J. Murphy, Cardiff; W. A. Neill, Harvey; J. W. Robinson, Aurora; C. E. Schultz, Joliet; J. T. Sexton, Peoria; A. Sundine, Moline.

## Registered in Massachusetts.

The State Board of Pharmacy held seven examinations during June, at which the following candidates were successful:

Vital J. Bourgeois, Taunton; Walter J. Burke, Clinton; William J. Lyons, Brookline; Thomas A. West, Wellesley; William C. Dodge, Southboro; John A. Donahoe, Natick; Thomas P. Grimes, South Boston; Charles M. Ister, Boston; Henry H. Place, Fall River; Harry J. Richard, Boston; Percival C. Ross, Cambridge; Joseph S. Walsh, Lawrence; Joseph A. Bolduc, Fall River; William A. Wilson, Lynn; Manuel R. Francis, Winchester; Arthur Hill, Melrose; Walter W. Gumb, Malden; Edward W. B. McClellan, Brookline; Harry L. Scott, Worcester; Frank S. Fearn, Maynard.

An old daky was taken ill, and called in a physician of his own race. After a time, as there was no sign of improvement, he asked for a white doctor. Soon after arriving, Dr. — felt the old man's pulse and then examined his tongue. "Did your other doctor take your temperature?" he asked. "I don't know, boss," replied the sick negro. "I hain't missed anything but my watch as yet."



## AMERICAN PHARMACEUTICAL ASSOCIATION.

## Slight Change in the Atlantic City Programme—Twenty-five Additional Applications for Membership—Transportation Arrangements Perfected—Many Scientific Papers Promised.

In view of the fact that E. H. Gane, chairman of the Section on Scientific Papers, has engaged Professor Baskerville to deliver a lecture on radium before the American Pharmaceutical Association on Friday, September 8, at 8 p.m., no other day and hour suiting the lecturer, who is now in Europe in attendance on the meeting of the Society of Chemical Industry, the draft of the proposed programme has been amended to read as follows:

## PROGRAMME OF THE MEETING.

Monday, September 4—10 a.m., council meeting; 3 p.m., first general session; 8.30 p.m., reception to the visiting members.

Tuesday, September 5—10 a.m., second general session; 3 p.m., meeting of American Conference of Pharmaceutical Faculties; meeting of Association of Boards of Pharmacy; 8 p.m., session of the Section on Historical Pharmacy.

Wednesday, September 6—10 a.m., session of the Section on Pharmaceutical Education and Legislation; 3 p.m., session of the Section on Pharmaceutical Education and Legislation; 8 p.m., session of the Section on Scientific Papers.

Thursday, September 7—10 a.m., session of the Section on Scientific Papers; 3 p.m., session of the Section on Commercial Interests; 8 p.m., session of the Section on Practical Pharmacy and Dispensing.

Friday, September 8—10 a.m., session of the Section on Practical Pharmacy and Dispensing; 3 p.m., installation of officers; 8 p.m., lecture on radium, by Prof. Chas. Baskerville.

Saturday, September 9—10 a.m., final general session.

Monday, September 11, to Saturday, September 16, social sessions.

In all other respects the programme will stand as originally presented. While it may seem to some members desirable to have simultaneous sessions of the sections, this plan is not feasible on account of involving the necessity for an additional stenographer. Friday afternoon has been selected for installation of officers, not with the view of occupying the whole afternoon, but mainly to gain that much time for the final session and thereby avoid the usual and annoying rush caused by the effort to close all business. As the whole afternoon of Friday will not be needed for installation of officers many will no doubt be glad to get some rest, as no time has been allowed for entertainments except Monday and Friday nights. At the Kansas City meeting the association at large refused to approve the action of the Committee on President's Address in recommending the suggestion to set aside a special session for installation of officers, but much time will be gained if these functions be eliminated from the final session.

A few minor changes may be made in this programme, and, if so, will be announced at the first general session on Monday, September 4.

## ADDITIONS TO THE MEMBERSHIP.

Twenty-five additional names have been proposed to the council for membership in the association, making a total of 116 names which have been proposed this year.

## THE SCIENTIFIC SECTION.

Chairman E. H. Gane has issued a preliminary note to the effect that the following papers have been promised for the coming meeting:

The Crystalline Alkaloid of Calycanthus Glauca, by H. M. Gordin; Chemical Examination of Grindelia, by F. B. Power and Frank Tutin, London, Eng.; The Influence of Alkaline Substances Upon Oxidation Processes, by E. Schaer, Strassburg, Germany; The Quantitative Estimation of Cassia, by H. V. Army; The Estimation of Caffeine in Presence of Acetanilide, by W. A. Puckner; An Experiment in Hydrastis Culture, by J. U. Lloyd; (1) The Sampling of Drugs and Chemicals for Analysis, (2) Let the Label Tell the Truth, by L. F. Kebler; Aloes in the United States Pharmacopoeia, by M. I. Wilbert; The Adulteration of Crude Drugs, by H. H. Rusby; The Quality of Drugs Coming Into the New York Market, by R. W. Moore, chief chemist United States Cus-

toms; Adulteration of Chemicals, by L. F. Kebler; Contribution to the Chemistry of Chelidonia, by J. O. Schlotterbeck and Burton S. Knapp; Contribution to the Chemistry of Bocconia Cordata, by J. O. Schlotterbeck and W. E. Blome; The Development and Structure of the Seed of Argemone Mexicana, by J. O. Schlotterbeck and Chas. K. Eckler; Gelsemium Root, by L. E. Sayre.

Papers have also been promised by G. C. Dieckman, H. Kraemer, E. Kremers and D. Base.

The following is taken from the official circular recently issued by the secretary:

## TRANSPORTATION.

The Trunk Line Association has granted a rate of one fare and a third, on the certificate plan, for the round trip from all points in its territory. The other traffic associations have at the present date not yet announced a reduced rate, but favorable action is expected very shortly.

To secure the reduced rate full fare must be paid going and a certificate (not a mere receipt) obtained from the ticket agent. If the ticket agent has no certificates purchase a local ticket to the nearest point at which certificates are kept, and from that point purchase a through ticket with certificate.

Tickets at full fare for the going journey may be secured from September 1 to 6, both dates inclusive. It has been arranged that the special agent of the Trunk Line Passenger Association will be in attendance to validate certificates on September 7 and 8. A fee of 25 cents will be collected by the special agent for each certificate validated. Return tickets are good only for a continuous passage to point of destination over the same route used in making the going journey.

Immediately on arriving at Atlantic City the certificate and fee of 25 cents should be turned over to Wm. C. Wescott, local secretary (office at The Islesworth), who will see that it is countersigned and returned to the owner. When this certificate, properly indorsed by the special agent of the Trunk Line Passenger Association, is presented a return ticket over the same route used in going may be purchased at one-third the full fare.

Tickets to Atlantic City may be purchased not earlier than September 1 nor later than September 6. In the extreme West they may be purchased a day earlier. To insure the necessary indorsement of the special agent the certificates must be in the hands of the local secretary not later than 10 o'clock a.m. of September 8. Return tickets will be good to leave Atlantic City not earlier than the evening of September 7 nor later than September 19.

As some members may desire to remain at Atlantic City longer than September 19 round trip excursion tickets may be purchased. These will entitle the holder to stop-over privileges at certain points, and, according to the Trunk Line Association's circular, may be used in reckoning the attendance at the meeting. Such round trip excursion tickets should be deposited with the local secretary on September 7 for inspection by the special agent.

The association has guaranteed that no return tickets will be sold to scalpers and will hold to strict individual accountability any one who violates this guarantee.

Additional information about transportation for the different sections of country may be obtained from the committee: S. A. D. Sheppard, Boston, Mass.; A. E. Ebert, Chicago, Ill.; Chas. G. Merrell, Cincinnati, Ohio; Chas. M. Ford, Denver, Col.; Wm. M. Searby, San Francisco, Cal.; Wm. A. Frost, St. Paul, Minn.; Max Samson, New Orleans, La.; Caswell A. Mayo, New York City; S. P. Watson, Atlanta, Ga.; H. M. Whelpley, St. Louis, Mo., and Chas. Caspari, Jr., chairman, Baltimore, Md.

## HOTEL ACCOMMODATIONS.

Headquarters of the association will be at The Islesworth, in the sun parlor and exchange of which all the sessions will be held. The exhibition will be held in the large café attached to the hotel.

Special rates have been secured at The Islesworth, as follows: Single persons in a room, \$3.50 per day, although a limited number of small rooms may be secured for \$3; two persons in a room, \$2.50 each per day. Baths, \$2 per day additional for each room.

The Chalfonte, a large, new brick hotel facing the ocean and two blocks away from The Islesworth, has agreed to take

members of the American Pharmaceutical Association at \$4 per day for single persons, or \$3 each for two persons in a room. Baths, same as at The Islesworth.

Rooms will be assigned in regular order, and it is therefore suggested that early application be made for same, coupled with a request for number of room assigned. This will avoid confusion upon arrival, and trunks properly tagged with room number will be promptly placed.

It is well known that there is a very large number of hotels and cottages at Atlantic City—between 700 and 800—where board can be had at all prices, from \$1.50 to \$5 per day, to suit the various tastes of visitors.

Essays and papers to be read at the meeting should be forwarded without delay to the chairmen of the respective sections—viz.: Scientific Papers, Eustace H. Gane, 91 Fulton street, New York City; Commercial Interests, Chas. R. Sherman, 102 South Sixteenth street, Omaha, Neb.; Education and Legislation, Harry B. Mason, P. O. Box 484, Detroit, Mich.; Practical Pharmacy and Dispensing, Chas. A. Rapelye, 853 Main street, Hartford, Conn.; Historical Pharmacy, Albert E. Ebert, 426 State street, Chicago, Ill.

#### PRIZE MEMBERSHIP.

The Missouri Pharmaceutical Association, at its recent annual meeting, awarded nomination for membership and the 1905 dues in the A. Ph. A. to A. N. Collins, of St. Louis, who recognized the greatest number of crude drugs in a recent contest. The Missouri association urges other State organizations to offer similar prizes.

Prof. H. V. Arny, of the Cleveland School of Pharmacy, began in 1903 offering a prize of nomination for membership and three years' dues in the A. Ph. A. This prize he continues each year.

#### THE EXHIBIT.

A circular giving particulars of the drug exhibit to be held at the Hotel Islesworth, Atlantic City, in connection with the annual meeting of the American Pharmaceutical Association has been sent out by the committee in charge of the matter, of which Henry P. Hynson, of Baltimore, is chairman. The display will open on Tuesday, September 4, and continue accessible to visitors the rest of the week. Exhibitors have all day Monday, September 3, until midnight to arrange their displays, and all the stands must be in readiness on the morning of the 4th. A full description of the character of the goods and the nature of the display must be sent to the committee at least ten days after the application is filed and certain other stipulations are insisted upon. The hall has been laid off into 79 spaces, and the prices range from \$10 to \$40. Nearly the whole of the receipts will be available for the benefit of the association. The members of the committee, besides Mr. Hynson, are: John G. Godding, Boston; W. C. Anderson, New York; W. L. Cliffe, Philadelphia; Louis Emanuel, Pittsburgh; Alfred De Lang, Cincinnati; Eugene R. Selzer, Cleveland; F. S. Hereth, Chicago; Joseph Helfman, Detroit; E. A. Sennewald, St. Louis; F. C. Godbold, New Orleans; George F. Payne, T. A. Miller, Richmond; F. C. Henry, Washington; John A. Davis, Baltimore.

Applications for membership may be sent to the secretary of the committee, H. M. Whelpley, 2342 Albion place, St. Louis, Mo., up to September 1, after which date they should be sent to him in care of The Islesworth, Atlantic City, N. J.

#### Illegally Sold Cocaine; Heavily Fined.

Owing to the fact that his conviction was the first one in Essex County under the new law prohibiting the selling of cocaine except on the presentation of a physician's prescription, Michael Rubin, a druggist, of 136 Prince street, Newark, got off with a fine of \$100 in the Court of Quarter Sessions recently. Judge Skinner gave significant warning, however, that like offenders in the future need expect no mercy. Rubin pleaded guilty to selling the drug to Frank George, May 17 last, without a prescription.

#### PHARMACISTS MEET AT SEA.

##### Virginia Pharmacists Guests of Rhode Island—Visit Boston Too—Novel and Successful Meeting on the Ocean.

The Virginia Pharmaceutical Association combined business with pleasure in a very delightful way for their annual meeting July 10-15.

They chartered staterooms on the Merchants' and Miners' steamship *Dorchester*, leaving Norfolk Monday, July 10, and arrived in Providence early in the morning Wednesday, July 12, having held business meetings on the way.

The arrangements were made by the enthusiastic and efficient president, T. A. Miller, Richmond, and were carried through without a hitch.

The members were the guests of the Rhode Island Pharmaceutical Association on Wednesday. They were driven about Providence in the morning, and were received by the Governor at 12 o'clock. Dinner was served at the Pomham Club, and was such a one as has given the Narragansett Bay region its world wide fame for clambakes and fish dinners.

Thursday morning an early start was made for Boston, where the visitors were the guests of the American Soda Fountain Company, which had delegated the arrangements for the day to R. H. Thomas, the local manager of sales in Virginia; E. C. Tracey, manager of the sundries and supply departments of the company; E. L. Tufts, Jr., of the Boston selling force, and W. S. Stone, of the executive department.

They reached the South Station at 9.20, where one-half of the party immediately embarked in one of the "Seeing Boston" observation automobiles, under the guidance of President Miller, Messrs. Tufts and Stone, for a trip through the historic parts of the city to Bunker Hill, where the party alighted, and to the Charlestown Navy Yard, where opportunity was given to go aboard the historic frigate *Constitution*.

The rest of the party, with Messrs. Thomas and Tracey, took a "Seeing Boston" electric car through Charlestown, Somerville, Arlington and Cambridge (where the route went on three sides of Harvard University and in sight of the Longfellow and James Russell Lowell homes, and under the Washington Elm), and the beautiful residential section of the Boston Back Bay.

Luncheon was served at the Trade Club, where the ladies' reception and dining rooms were given over to the exclusive use of the party.

In the afternoon the groups exchanged vehicles over the same routes as were covered in the morning. At five o'clock the party scattered, the ladies to shop and the gentlemen to go through the Subway and elsewhere as fancy dictated, returning to Providence on various early evening trains in time for the steamer, which was scheduled to sail at 9.30.

There were about eighty in the party, among whom were noticed President T. A. Miller, G. T. Mankin, R. L. Gardner, W. K. Hodges and wife, W. H. Lawson and wife, H. A. Saul, T. S. Howell, T. P. Parish, wife and son; W. L. Lyle, J. C. Johnson, W. T. Wood, N. T. Ennett, C. P. Kearfott and wife, E. L. Brandis, William Stokes, H. S. Eley and wife, W. B. Grove, Richard Gwathmey and wife, C. B. Fleet and wife, James L. Avis and wife, R. L. Powers, R. L. Walker, T. N. Curd, J. H. Thompson and wife, F. S. Halle and wife, E. R. Joynes, H. S. Arrington, Dr. J. S. Turner and wife, J. H. Mebane, W. G. Williams and wife, G. M. Farrar, C. H. Sebrell, R. W. Miller, J. T. Watson, wife and daughter; E. C. Hammer, Miss Watson, Miss Hammer, Mrs. Rau, the Misses Smith and Mrs. Jordan.

#### To Amend Virginia Pharmacy Laws.

Norfolk, Va., July 21.—At the annual meeting of the Virginia Pharmaceutical Association the following officers were elected: President, T. A. Miller, of Richmond; first vice-president, E. C. Hamner, of Lynchburg; second vice-president, W. G. Williams; secretary, C. B. Fleet, of Lynchburg; local secretary, H. S. Arlington, of Norfolk; treasurer, Henry Eley, of Suffolk; Executive Committee—R. W. Miller, E. L. Brandis and Mr. Curd, all of Richmond. The association agreed upon certain changes in the State pharmaceutical laws to be recommended to the next Legislature.

**URGE PHARMACY LAW CHANGES.****Amendments Recommended at Ohio State Pharmaceutical Association Meeting.**

Cincinnati, Ohio, July 21.—The annual convention of the Ohio State Pharmaceutical Association was held at Cedar Point, Ohio, on June 20-23. President Fickardt in his annual address recommended a more stringent enforcement of the cocaine law and the poison law, that delegates to the N. A. R. D. convention be allowed \$25 for expense instead of total expense as at present, and that the association should go on record in condemning patent medicines containing harmful or insidious drugs.

The committee on Pharmacy laws, through its chairman, Professor Beal, offered four recommendations: That the enforcement of the pharmacy law be performed through the office and clerical force of the Food and Dairy Commissioner; that a certificate of pharmacy should not be void simply for failure on the part of a pharmacist to renew it, but the same be renewed on payment of fine without examination; that the cocaine feature of the poison law be repealed and the model or draft submitted to the American Association be substituted, and that graduation should be a prerequisite for examination. These subjects should be approached very carefully and only on the line laid down in the committee's report.

The officers for the ensuing year are: President, Z. T. Baltzley, Massillon; vice-president, E. A. Schellentrager, Cleveland; second vice-president, L. H. Flocken, Marion; permanent treasurer, John H. Von Stein, Upper Sandusky; permanent secretary, Theodore D. Wetterstroem, Cincinnati; Executive Committee, John H. McCann, Toledo; Miss Norma Stoner, Springfield; Frank Amann, Portsmouth.

The association formally indorsed the project of a National Druggists' Fire Insurance Company.

**The Colorado Pharmaceutical Association.**

The sixteenth annual meeting of the Colorado Pharmaceutical Association was held at the Cliff House at Manitou on June 20, 21 and 22. Although the attendance was not so large as in some of the former years, what was lacking numerically was more than made up in enthusiasm by those faithful ones who regularly attend and by the new members taken in at the meeting.

The association partially indorsed the N. A. R. D., but there seems to be a feeling among many of the members that the N. A. R. D. is doing them no particular good, hence a certain amount of apathy. The president, C. J. Clayton, in his annual address recommended continued affiliation, and the committee to whom his address was referred indorsed that portion of his address in the strongest terms.

The Mann bill was indorsed, and letters will be sent to the Members of the House of Representatives from Colorado telling them it is the desire of all their druggist constituents and their friends that they work and vote for this measure.

The entertainment features of this meeting were more elaborate than anything ever before attempted. The secretary had written to all the manufacturers who ever sold or ever expect to sell goods to the druggists of Colorado and induced them to donate liberally, and in turn has given them more than value received in the shape of good advertising.

The newly elected officers are: President, Chas. H. Wells, of Pueblo; first vice-president, Dan. Y. Wheeler, of Denver; second vice-president, B. F. Baldwin, of Pueblo; treasurer, S. L. Bresler, of Denver; secretary, Chas. E. Ward, of Denver. The time and place of the next meeting were left to the Executive Committee.

The travelers have come out boldly and say they are going to work as never before to build up and strengthen the association.

Several interesting papers were read at this meeting on The Pharmacy Law, Profitable Side Lines, Advertising, etc. The subject of substitution came in for a great deal of discussion and it seemed to be the opinion of the majority that it was

not nearly so prevalent as some would like to have the public think it was. One member, who is both doctor and druggist, said the word should be dropped and "therapeutic equivalent" used in its stead. The manufacturers came in for most of the blame that was attached to this phase of the business.

**The Maine Association.**

Bangor, Maine, July 21.—At the annual business meeting of the Maine Pharmaceutical Association, held at the Mt. Pleasant House on July 6, about 150 delegates from different parts of the State being in attendance, a number of interesting papers were read and were followed by some discussion.

The election of officers resulted as follows:

A. W. Meserve, Kennebunk, president.

John Williamson, Portland, first vice-president.

O. W. Jones, Auburn, second vice-president.

H. J. Hathaway, Houlton, third vice-president.

M. L. Porter, Danforth, secretary.

W. I. Drew, Portland, treasurer.

C. H. Davis, Bangor, and C. T. Traynor, Biddeford, members of Executive Committee.

M. L. Porter, Danforth; G. R. Wiley, Bethel; W. I. Drew, Portland, delegates to the National Association.

Nominations for Commissioner of Pharmacy: F. W. Putnam, F. C. Cox, Bath; S. C. Kinney, Houlton; O. W. Jones, Auburn; H. D. McClern, Boothbay Harbor; C. T. Traynor, Biddeford.

**The Maryland Association.**

Betterton, Md., July 21.—The Maryland Pharmaceutical Association at its recent annual meeting elected the following officers: President, M. A. Toulson, of Chestertown; first vice-president, Henry Howard; second vice-president, J. J. Barnett; third vice-president, Dr. W. C. Carson; treasurer, H. R. Rudy; secretary, Louis Schultze; Executive Committee—H. A. B. Dunning, Charles Schmidt and J. H. Black.

**Vermont State Meeting.**

Burlington, Vt., July 21.—The twelfth annual meeting of the Vermont State Pharmaceutical Association was held here on July 12-13. The following officers were elected: President, F. W. Mitchell of Richford; first vice-president, C. F. Bigelow of Newport; second vice-president, W. R. Warner of Vergennes; third vice-president, F. B. Pierce of Barton; secretary, W. E. Terrill of Montpelier; treasurer and assistant secretary, D. F. Davis of Barre; trustees of the permanent fund, F. W. Pierce of Chester, W. F. Root of Brattleboro and Z. B. Hopkins of Brandon.

**DIRECT CONTRACT SUSTAINED.****Peruna Company Wins Its Case Against Druggist Hughes, of Minneapolis.**

Minneapolis, July 21.—Based on the principles handed down by the United States Circuit and Supreme Courts on "unfair competition," Judge William Lochren of the United States Court has decided the case of the Peruna Drug Company against W. J. Hughes, the local druggist, in favor of the complainant, Samuel B. Hartman, Columbus, Ohio. The demurrer of Hughes was overruled and an injunction ordered restraining the defendant, during the pendency of the suit, from in any manner inducing or persuading directly or indirectly any person or firm who has entered into a contract with the Peruna company to sell to the defendant any of the medicine or to break the contract.

The defendant is further restrained from attempting to procure the medicine contrary to the contracts or to sell the remedy at less than the retail price or to in any way mutilate, destroy or alter the labels or wrappers. Finally the injunction restrains the proprietor of the cut rate drug store from attempting to dissuade intending purchasers of Peruna from making purchases of the defendant by any false or untrue statements as to the ingredients or effect of the medicine.

## PROGRESS OF N. A. R. D. WORK.

**Steady but Slow—Force of Local Organizers Reduced—Working on Battery Districts.**

The organization staff of the N. A. R. D. in this city has been reduced to six men—namely, Messrs. Bellaire, Adams, De Shetley, Barrett, Bohan and Swann. All of Manhattan with the exception of the lower part toward the Battery has been organized, and very satisfactory progress has been made in Brooklyn. The force of organizers was reduced on the recommendation of the Executive Committee of the M. A. R. D., who pointed out the futility of maintaining a full force of organizers here during the summer months. It is quite likely that the present number will be still further reduced in the near future, leaving about two organizers in the field here.

The men have been working hard the past two weeks to bring the remaining districts of the city into line. The so-called Battery districts are giving the most trouble. A temporary organization has been effected in the Fourth district, but the First, Second, Third and Seventh districts in that section of the borough remain to be organized. The work is slow and is expected to be slow in these districts from now on. As Colonel Duble said the other day, "It requires long and persistent argument to bring them into line, but they are bound to come in eventually." A great deal of the work now consists in winning over individual druggists who have held out against the present movement. While this work seems comparatively light and unimportant, it is really far more important than appears on the surface, for, as a rule, these men—particularly the larger druggists—are factors in their respective localities and their attitude is closely watched and followed by other druggists in their neighborhood. A case in point was cited the other day. A large druggist in one of the lower districts of Manhattan was finally won over to the cause, and he is now just as enthusiastic in supporting the N. A. R. D. movement as he was against it. He became the chairman of the district organization and last week, of his own volition, sent out a strong circular letter to the druggists of that section urging them to join the movement and calling them to a mass meeting at which Colonel Duble delivered one of his stirring and pointed addresses. Many similar instances could be mentioned in connection with the work, all of which goes to show that splendid progress has been made in New York so far.

Secretary Swann, of the M. A. R. D., went to Boston last week to make arrangements for the New York delegates to the N. A. R. D. convention which will be held there in September. It is expected that between 25 and 30 will attend from Greater New York.

**Voegeli's Fine New Drug Store.**

Minneapolis, July 21.—One of the most unique and distinctive drug stores in America will occupy the corner of Seventh street and Nicollet avenue when the alterations now taking place at that corner are completed and Voegeli's new drug store is formally opened to the public. Hammer, saw and plane are busy there, and though customers throng in, partly through curiosity to see the magnificent new fountain and partly drawn hither by the fame of a name long connected with cooling drinks, the building is still in the throes of transformation, from which, however, it will emerge one of the finest stores of its kind not only in the city, but in the country. The new front facing Nicollet and Seventh streets will be a dream in glass, 50 feet of the transparent crystal reaching from floor to ceiling, fronting on both streets and allowing the public full view of the exquisite interior.

The fountain, which is the *pièce de résistance* of the new store, is without exception the finest of its kind ever manufactured in America, displays alone the expenditure of \$12,000, and is a marvel in quiet beauty and exquisite taste. A ceiling in white and gold completes an interior notable for its exquisite beauty and taste and representing, with all alterations, an investment of \$35,000.

## THE SOCIETY OF CHEMICAL INDUSTRY

**Meets in London Under an American President—Large Attendance and Elaborate Entertainment.**

Press dispatches from London give information of a large attendance at the annual meeting of the Society of Chemical Industry, which opened in London on July 10 with a special reception at University College to the American and Colonial members. William H. Nichols, president of the General Chemical Company, of New York, who was elected president of the society last year to succeed Sir William Ramsay, the discoverer of the elements helium, argon and crypton, in his presidential address discussed the best methods for operating a large chemical industry.

On Monday, July 10, President Nichols gave a dinner at the Café Royal to about 100 persons, almost all members of the society, and a reception at the Royal Botanic Gardens. The members visited Woolwich Arsenal at the special request of the American Ambassador and also the Royal Observatory at Greenwich on Tuesday. Wednesday evening the annual dinner took place at Goldsmith's Hall. At the same hour a dinner was given to the women of the party at the Café Royal, at which Sir William Ramsay presided. The Americans, accompanied by their English friends, visited the home of Lord Tennyson, the principal points of interest in London, Canterbury Cathedral, Nottingham, Liverpool, Manchester, Durham and Scotland. Some of the party will visit large chemical establishments in Germany. The Americans in attendance at the meeting included Prof. Charles F. Chandler, Prof. Virgil Coblentz, Prof. Charles Baskerville, Dr. Nicholas Murray Butler, president of Columbia University, and many others.

**Wisconsin Association Holds Silver Jubilee.**

The Wisconsin Pharmaceutical Association held its silver jubilee meeting at Madison on July 11 to 14. The meeting, which was largely attended by druggists from all over the State, was a decided success. One of the principal matters acted upon was a revision of the pharmacy laws of the State, and the following were appointed by President T. H. Spence as a committee to draft amendments to the pharmacy laws of the State: W. H. Barr, Milwaukee, chairman; A. F. Menges, Madison; S. A. Lange, Milwaukee; Chas. Pfeiffer, Plymouth, and H. B. Allen, Richland Center.

At the close of the meeting the following men were nominated from which the Governor is to select one as a member of the State Pharmacy Board: H. Eberly, Watertown; R. A. Dadd, Milwaukee, and H. B. Allen, Richland Center.

The following officers were elected: President, H. S. Schulz, Milwaukee; first vice-president, A. A. DuMez, Cashton; second vice-president, H. G. Lemke, Merrill; secretary, Henry Rollman, Chilton; treasurer, W. P. Clark, Milton; A. B. Fick, of Milwaukee, State representative of the association; Ed. Williams, of Madison, as delegate to the N. A. R. D.; Alternate, H. G. Eberly, Watertown; local secretary, Chas. J. Sacksteder, Appleton; assistant local secretaries, F. M. Charlesworth, Kaukauna and Edward Marsh, of Neenah.

The next annual meeting will be held next July in the cities of Appleton, Neenah, Menasha and Kaukauna, with headquarters at Appleton.

**Asks Damages of Drug Company.**

Louisville, Ky., July 21.—Joseph F. Allgeier has brought suit against C. B. and G. W. Rademaker, doing business as Rademaker's Pharmacy, asking damages of \$10,000 for injuries alleged to have been sustained by reason of the careless filling of a prescription and the consequent taking by the plaintiff of an overdose of strong drugs. The plaintiff says that on June 5, 1905, he took a prescription to the pharmacy of the defendants at Shelby and Camp streets to be filled, and that it was so negligently filled that some of the ingredients were exaggerated in quantities and the plaintiff was rendered violently ill and made to suffer excruciating pain.

## Obituary.



CHRISTIAN F. G. MEYER.

Cable dispatches announce the death in Homburg-von-der Hohe, Germany, on Wednesday, July 12, of Christian F. G. Meyer in the seventy-fifth year of his age. Mr. Meyer was founder and president of the Meyer Brothers' Drug Company, St. Louis, Mo., and was one of the oldest citizens of that city. He was born in Prussia in December, 1830, and in 1847, when a poor boy, he came to this country seeking his fortune. In 1852 he founded the Meyer Brothers' Drug Company, at Fort Wayne, Ind., and moved to St. Louis in 1859. The modest establishment founded by him in 1852 has since grown to be what is probably the largest jobbing drug house in the world. Several years ago Mr. Meyer transferred the care of his vast business interests to his sons and had enjoyed a well earned rest with the wife who had shared his joys and sorrows for over 50 years, the golden jubilee of his wedding having been celebrated several years ago by a large gathering of his friends and admirers. Mr. Meyer was an active member of the American Pharmaceutical Association and had contributed several valuable contributions to its proceedings. He was a man of the simplest manners, easy of approach, cordial and kindly to all with whom he came in contact, and remained the simple "Deutsche Apotheke" up to the close of his career, leaving many warm friends to mourn his death.

## DIED.

ESIG.—In Plattsburg, Mo., on Thursday, June 22, Guy Esig, of Spokane, Wash.

GIBOUX.—In Quebec, Canada, on Monday, July 10, Edmond Giroux, in the sixty-seventh year of his age.

HENRY.—In Easton, Md., on Saturday, July 15, John Campbell Henry, in the sixtieth year of his age.

HULL.—In Vermontville, Mich., on Monday, July 10, Frank B. Hull.

KELLER.—In Catskill, N. Y., on Sunday, June 25, Irving W. Keller, in the thirty-eighth year of his age.

MEYER.—In Hamburg-Hohe, Germany, on Wednesday, July 12, Christian F. G. Meyer, of St. Louis, Mo., in the seventy-fifth year of his age.

NEWMAN.—In Bayonne, N. J., on Sunday, June 18, Victor Newman, in the thirty-second year of his age.

OSANN.—In Philadelphia, Pa., on Monday, June 26, Godfrey Osann, in the eighty-third year of his age.

REAGAN.—In Asheville, N. C., on Friday, July 7, James S. Reagan, of Washington, D. C.

ROGERS.—In Taylorsville, Ky., on Wednesday, July 5, Dr. Wiley Rogers, in the sixty-third year of his age.

SIMPSON.—In Raleigh, N. C., on Friday, June 23, William Simpson, in the sixty-sixth year of his age.

TERPPE.—In South Scranton, Pa., on Tuesday, July 11, Fred L. Terppe, in the sixty-first year of his age.

TYGART.—In Little Rock, Ark., on Thursday, June 22, T. J. Tygart, of England, Ark., in the fiftieth year of his age.

WOOD.—In Pocasset, Mass., on Wednesday, July 12, Dr. Edward S. Wood, in the fifty-ninth year of his age.

WOODWARD.—In Miami, Fla., on Saturday, July 8, Frederick S. Woodward, in the seventy-second year of his age.

## Parke, Davis &amp; Co. Sue for \$75,000.

Detroit, July 21.—To secure an alleged indebtedness of \$60,000 to Parke, Davis & Co., an attachment has been issued against the residence of John H. Smedley, late secretary and treasurer of the company, whose accounts are now being investigated by auditors.

As a sequel to the attachment suit a garnishment suit has been started by the company for the sum of \$75,000. The garnishee defendants are the Old Detroit National Bank, the State Savings Bank, and Herbert L. O'Brien, bookkeeper of the People's Savings Bank. Smedley is alleged to have had accounts in each of the banks named. He was also a borrower at each and the banks hold stock in Parke, Davis & Co. as collateral for their loans. The amount claimed by Parke, Davis & Co. in the garnishment suit, \$75,000, is about equal to the amount of stock that Smedley is credited with owning in the last report of the company.

## Registered in the District of Columbia.

Dr. Henry A. Johnston, secretary to the Commissioners of Pharmacy of the District of Columbia, announces the result of the examination held July 10, 1906, for registered pharmacists. There were nine candidates, of which number the following five passed the board: G. B. Bury, S. N. Gray, H. V. Johnston, W. J. O'Donnell, F. T. Linton.

Candidates for examination must file with the secretary their applications, together with the fee provided by law, not later than the Monday preceding the date of examination.

## Our Changing "Materia Medica."

Half the drugs ordered in prescriptions, and a large proportion of those asked for over the counter, were absolutely unknown to the apprentice of 30 or 40 years ago. It would hardly be too strong an assertion that more new medicines have acquired reputation within the last 25 years than were introduced, and are still known, during the past 25 centuries. Set aside the old remedies, such as opium, scammony and rhubarb, of whose origin no man knoweth, and we have bequeathed to us as the result of 2,000 years of medical investigation a few metals, a considerable number of chemicals, and a limited number of famous drugs, such as quinine, ipecac and chloroform, whose history it is not difficult to remember.

Who would venture to give an approximate estimate of the multitude of the benzene derivatives, of the antipyretics, and of the other synthetics which have been poured on us from German factories; of the serums, of the organotherapeutical drugs, of the hypnotics, of the glycerophosphates, of the blood derivatives, of the derivatives from previously known alkaloids, of the vanadates, of the cacodylates, of the albumoses, and of the antiseptics which the germ theory of treatment has called into being?

What is strange, and perhaps consoling, is that the consumption of the old drugs is scarcely, if at all, affected by all this therapeutic and chemical activity. Probably much about the same number of camels trudge over the deserts with their loads of gums, drugs and spices as were engaged in the same toll in the days of Dioscorides, or even of Jacob.—Exrayser in *Chemist and Druggist*.

Mr. Fondpar: "Ask the doctor to come to my house immediately. My wife doesn't quite like the baby's looks."

Norah: "He's out, sure, but don't worry; the homeliest babies sometimes grow up quite good-looking."—*Brooklyn Life*.



## Greater New York News.

M. G. Albertson, of Amityville, Long Island, was a visitor in the local drug trade recently.

N. S. Mersereau, of Schleffelin & Co., is enjoying a sojourn at his lodge at Keene Valley in the Adirondacks.

A. A. Stilwell, of this city, has recovered from his recent illness and has returned to his desk from his summer home at Sound Beach, Conn.

Henry R. Moorheall, of Philadelphia, has recently been made manager for E. P. Ferguson & Co., 141st street and Seventh avenue.

On Thursday, June 29, Miss Anice Jones, daughter of Mr. and Mrs. David P. Jones, of 45 Charles street, this city, was married to John E. Shields.

The crude drug and chemical trade of this city has a new member in M. R. Maclead, formerly of London, England, who has opened an office at 50 Pine street.

The office of the Board of Pharmacy in the New York College Building, Sixty-eighth street, will be closed on Saturdays during this month and next.

The American representative of C. F. Boehringer & Soehne, Emil Levi, sailed last week on the steamship Kaiser Wilhelm II for a two months' trip abroad. He will combine business with pleasure.

E. H. Shaw, head of the druggists' sundries department of Lehn & Fink, sailed in the early part of this month on his annual trip to London and Paris. He expects to return the latter part of next month.

The excessive hot weather of last week caused a record "run" in the soda fountain trade at all retail drug stores in this city and gave druggists a splendid opportunity to make special "drives" in bathroom sundries, etc.

Dr. William Muir, of the Kings County Pharmaceutical Society, is spending the summer with his daughter in the Catskill Mountains. He left New York July 12, to be away until after Labor Day.

A petition in bankruptcy has been filed by Herman Betz, chemist at 58 West Ninety-eighth street. His liabilities are placed at \$13,178, contracted mostly in 1894, and assets \$25 in a debt due him. Among the principal creditors are C. Britting, \$3,754; J. E. Gumaer, \$1,821; Justice Oesterlein, \$1,751, and the Chatham National Bank, \$1,230.

The Committee of Arrangements and Entertainment of the N. W. D. A. held a meeting at the Drug Club on July 18, at which plans for the annual convention of the association at the Hotel Astor were discussed. Chairman Thomas P. Cook presided and reports were received from the various sub-committees. A tentative programme was outlined.

The well-known retail druggist, William Wilson, owner of the Wall Street pharmacy and stores at Forty-second and Thirty-seventh streets, has opened another pharmacy at 110 Liberty street. The pharmacy proper and soda fountain occupy the first floor, while the second floor is devoted to the general offices and storage purposes. Philip Fitz, who has been with Mr. Wilson for a number of years, is in charge.

The vacancy in the chair of physiology and toxicology in the Brooklyn College of Pharmacy, caused by the sudden death of Prof. Walter Bryan, has been filled by the appointment of Dr. Tracey E. Clark, of 705 Macon street, Brooklyn, who has occupied a similar position in the Long Island Hospital College of Medicine and is unusually well qualified for the position.

Constantine Selfert, a druggist in the Bronx, who alleges that Civil Justice William M. Penfield bruised him about the face and body, is suing Penfield for \$2,000 damages. Selfert also demands \$15,000 damages, alleging the Civil Justice hired men to enter his house and drug shop at White Plains and Becker avenues and haul away his stock. He sues also for \$3,000 damages to his business.

Announcement is made that the Hegeman Corporation has

leased for ten years the entire first floor and basement of the Times Building, at Forty-second street and Broadway, where an elegant new pharmacy will be opened about October 1. The interior is to be remodeled. The exact amount of the rental is not stated, but is believed to be between \$40,000 and \$50,000 a year.

Capt. Ned Martin, Chas. A. Crandall and Samuel Davis, of Annapolis, all of whom are active members of the Hillsmere Duck Club of Anne Arundel County, Md., spent last week in and around this city as the guests of Martin H. Smith, proprietor of Glyco-Heroin and president of the Hillsmere Club. Mr. Smith took his friends down to the Wa-wayanda Fishing Club on Oak Island, in Great South Bay, and while there Captain Martin took a chance shot at what he took to be a snipe, but what on closer investigation was pronounced to be merely an average Oak Island mosquito. It is expected that it will be mounted for the Hillsmere Club.

In an explosion in the basement of Van Horn & Ellison's drug and chemical establishment at 307 Madison avenue, on July 12, two of their employees were badly burned. William Dixon, 39 years old, a porter, of 633 First avenue, and John Brady, 16 years old, of West Thirty-eighth street, were carrying a 3-gallon carboy full of alcohol and vaporized ammonia across the cellar when one of them stumbled. The carboy fell to the floor and exploded, taking fire from the gas jet. An alarm was turned in, but employees quenched the flames before the arrival of the fire apparatus. The damage was slight.

The police are looking for Henry Lipman, 15 years old, of 242 East 112th street, and are hoping to recover \$2,850 in cash and a \$50 check with which, it is alleged, the boy departed. The boy worked for Reid, Youmans & Cubit, druggists, at 140 Nassau street. Mr. Gibson, the manager of the firm, trusted the boy, and he was the bank messenger. The boy was sent to deposit at the bank two \$1,000 bills, one \$500 bill, three \$100 bills, one \$50 bill and a \$50 check. He did not return, and finally Mr. Gibson told the police, although no warrant was issued.

Frank E. Holiday, vice-chairman of the Committee on Proprietary Goods of the National Wholesale Druggists' Association, has been assigned to the New York district for work in connection with the affairs of the Proprietary Committee, the National Association of Retail Druggists and a local committee of jobbers. He expects to be joined soon by his family and to take up residence at one of the nearby summer resorts. He arrived in New York on Wednesday, July 12, and had a conference with J. O. Gallagher, of the N. A. R. D., shortly after his arrival.

Samuel Halper, a druggist at 140th street and Lenox avenue, was arrested on July 15, by order of Coroner Scholer, charged with manslaughter. Halper, it is said, gave two powders, each containing 2½ grains of atropine, to Edgar Levy, of 122 West 139th street, on Thursday night. After taking one of them Levy was found dead in bed on Friday morning. Levy's death was reported to the family physician, Dr. Henry Stitzer, of 102 West 119th street, and the doctor at once reported to the coroner that the death was of a suspicious nature. The doctor had been treating Levy for some time for tuberculosis, and had from time to time prescribed atropine in small quantities. On a table by the side of the dead man's bed were found two powder papers, one empty, the other containing a quantity of atropine. The doctor feared atropine poisoning, and so told the coroner. Neither of the papers on the table in the dead man's room was labeled, it is said, and the coroner was at a loss to find the place of purchase until Miss Hortense Levy, a friend of the family, mentioned that on Thursday night she and her aunt had met Mr. Levy in Halper's drug store and had heard the young man ask for some medicine to make him perspire. She said she saw the druggist hand him two powders. Halper at first denied that he had sold Levy any powders at all, but when confronted with the testimony of Miss Levy he refused to say anything further. He was locked up in the West 125th street station, and was later bailed in \$1,000 by his brothers.



**Pharmacy May Figure in College Athletics.**

It is understood that there is a good chance that Harvey Cohn, the long distance runner and champion miler of the Metropolitan district, may enter Columbia this fall. Cohn, it is said, has had the intention of doing this for some time, and has been preparing himself for the course in the college of pharmacy. The addition of Cohn to the Columbia forces would help track athletics considerably, as he is a fast man for almost any distance from 600 yards to two miles.

**Warning to Makers of Catarrh Powder.**

In accordance with a resolution passed at the semi-annual meeting of the New York State Board of Pharmacy, held at Saratoga on June 28, the following letter has been sent to manufacturers of catarrh powder:

"Your attention is called to a resolution passed at the semi-annual meeting of this Board held on Monday, June 26, 1905, at which meeting the inclosed label was adopted as fulfilling the requirements of Sections 198 and 199 of the Pharmacy Law, which require all preparations containing poison to be labeled in accordance with the provisions of said sections. These labels are furnished as samples for your guidance and it will be necessary to attach one to each package of your catarrh powder."

The label reads:

This preparation, containing among other valuable ingredients, a small quantity of Cocaine, is, in accordance with the New York State Pharmacy act, hereby labeled  
**POISON!**

**CANADIAN NEWS NOTES.**

D. C. Walterhouse has disposed of his branch drug store on Sorauren avenue, Toronto, to the Sorauren Avenue Pharmacy.

The stock of Oscar D. Hanson, of Fairville, N. B., has been sold by tender to Waterbury & Rising.

The Cherrine Chemical Company, of Lachine, Quebec, is succeeded by Arthur J. Cadieux.

Godfroi Papineau, druggist, of Montreal, is retiring from business.

W. T. Esdaille, of Ottawa, has sold his drug business to R. M. Perkins.

C. J. Ready, druggist, has removed from Brampton, Ont., to Arkona.

E. Featherston has purchased the drug business of Brien & Co., Essex, Ont.

J. G. Templeton, of Cranbrook, B. C., has disposed of his business.

George D. Patterson, druggist, of Barrie, Ont., has assigned to Donald Rose.

W. Johnstone has purchased the drug business of Mrs. E. J. Wood, Kenora.

J. L. Rochester, of Ottawa, has sold his branch store on the corner of Bay and Nepean streets to Clarence H. Lewis, who has been manager of the business for some years.

J. K. Hill, druggist of Portage la Prairie, Man., has purchased the large house and grounds of Dr. Bayfield, of that town, for \$3,600.

H. A. Wise & Co., of Winnipeg, are opening another branch drug store on Portage avenue in the western section of the city.

The following officers have been elected by the Council of the Pharmaceutical Association of Quebec Province: J. E. Tremble, Montreal, president; A. E. Du Berger, Waterloo, first vice-president; J. E. Dube, Quebec, second vice-president; W. H. Chapman, Montreal, treasurer.

The liquor license laws are being vigorously enforced at present. Three Ottawa druggists, W. T. Esdaille, Wm. Cochran, and Adolph Robitlard, were fined £20 and costs each on the 22d for selling liquor in larger quantities than the law permits and without certificates from a physician.

**WESTERN NEW YORK.****An Agreement on Prices Reached at Last—Good Work of the N. A. R. D. Agents—Erie County to Be Reorganized.**

(From our Regular Correspondent.)

Buffalo, July 19.—There is a very much relieved expression on the faces of the Buffalo retail druggists these days, and it is hoped that it will not come off right away. The medicine has worked at last, and if the disease has not really been uppermost long enough to become chronic it may work a lasting cure. Of course, it had to be a very aggravated case before the conflicting and sometimes warring elements—big retail druggists, big grocers, department stores and the like—would consent to find a remedy that all could take. They were all very sick, and most of them were quite willing to admit that even as an advertising measure it was foolish to sell anything for less than it cost, but they professed to know of no way out of it that would not look like a come-down or was not likely to relieve a competitor more than it did them. Anyhow, the agreement has been made and the prices of proprietary medicines are decidedly higher in Buffalo than they were. It is due to a great extent to the sending here by the N. A. R. D. of Specialists Clark and Jones, who put in their whole time and so held up the hands of the local druggists who were in the agreement that all have at last come in.

**HOW CUTTERS WORKED.**

It is found, on coming down to a close reckoning, that the cutters of various prices were very careful to keep up the prices of prescriptions, and that in some instances they added a trifle to make up for their losses on cut price goods. Outside retailers, who are getting their trade back again, find that prescription business is coming with it and that the buyers are not so very sorry to come back, as they say they were paying so much more for prescriptions that it was hardly worth the while to go down town anyhow.

**REORGANIZATION PLANNED.**

The plan now is to make the new arrangement solid by reorganizing the old Erie County Pharmaceutical Association. This was always a very much misnamed body, as there was not a member living out of Buffalo; so the new organization is to be called the Buffalo Retail Druggists' Association. The Executive Committee of the old organization has met and agreed to the change and a new form of procedure insisted on by the N. A. R. D., so there is not likely to be any sort of hitch. In fact, there is no opposition reported from any direction. The new body will hold the lid on with main strength and see that nothing escapes.

Some of the Buffalo druggists are still noting the ingenuity used by people to get something out of them for nothing. Lately a man complained to a well-known druggist that his finger pained him and he thought about 5 cents' worth of iodine would cure it. Did he have a bottle for it? Oh, no; that must come out of the 5 cents, as well as the string, label and time; then wouldn't the druggist give him a small brush to apply it with!

The next bad one was a woman who descended to lying to get ahead of the druggist. She used the telephone and sent her message, then she called up a pretended number and when it could not be produced went off grumbling because the telephone service was so poor. "Did you pull her up for the fraud?" was asked of the druggist. "No, 5 cents is too small to dispute over," he replied.

**LARGE ATTENDANCE EXPECTED AT THE BUFFALO COLLEGE.**

The Buffalo College of Pharmacy is one of the State educational institutions that is looking for added following on account of the prerequisite law, and will prepare for a larger attendance hereafter, though the class has always been quite large. Every effort will be made to fortify the institution for the larger and better work expected of it, so that a druggist shall hereafter be an educated man and stand above the mere tradesman. The effort to establish an arts department in the University of Buffalo, of which the College of Pharmacy is a department, continues, though it is not expected that it will be

accomplished this year. It is agreed on all sides that this should be done, and much good work toward that end has already been accomplished.

#### THE DRUG MERCHANTS' EXCHANGE

has concluded to come out as a regular full-fledged store and is opening a complete establishment at 50 Ellicott street, near the Post Office. Manager S. A. Grove, who has done so well as a distributing agent of the Exchange at his pharmacy on outer Prospect avenue, will remain in charge, with a clerk to look after his store.

#### BRIEF WESTERN NEW YORK DRUG NEWS.

H. J. Barber has bought the drug store of Stratton & Foy at East Randolph recently.

Pearsall & Oldfield, druggists at Bath, have dissolved. The senior member retires and the store is now known as the Oldfield Pharmacy.

J. H. Milligass, of Buffalo, has bought the drug store of H. S. Rider, of Lexington avenue, in that city, and is now the possessor of three of a sort.

Buffalo druggists still complain of rather dull business as a rule, but are making up and a little more on soda water, which has flowed of late as it has not done for years before.

Wright & Ross, of Lyndonville, have bought the store of O. M. Harlow, at Medina, which D. W. Ross will manage, leaving Richard B. Wright at the Lyndonville pharmacy. The partnership will be continued.

Dr. Gregory's Genesee Pharmacy, in Buffalo, was in a very conspicuous place during the late convention and parade of the Elks, as it was directly alongside the big rockery arch built across the street as the upper limit of the street festivities.

J. C. Hicks, proprietor of a drug store in Allegheny, has bought that of H. G. White, at Olean, and will manage it, having made Edgar H. Lincoln, a graduate of the Buffalo College of Pharmacy, manager of the other store.

Thomas Stoddart, of Stoddart Brothers, Buffalo, has gone on a trip to Europe, accompanied by Mrs. Stoddart. He is president of the City Council, but has good authority for his absence in the trip of Councilman Adam, also a Scotchman, in Europe this summer. Mr. Stoddart comes up for re-election this fall.

Druggists George Reimann and Henry V. Roese, of Genesee street, Buffalo, assisted lately in a set-to with a shoe factory which they brought up before the Board of Aldermen for making such a racket near the school where the children of the vicinity attend that very little teaching can be done. The Aldermen agreed to buy the factory and close it.

#### AMONG THE TRAVELERS.

Edwin H. Powell was also a July visitor in Buffalo, while on his circuit seeing the druggists' sundries of Lehn & Fink, and he seems to have no reason for regretting his trip here.

Robert H. Service is still the good salesman of the older days and his late stop-off here to look after the interests of Lazell, Dalley & Co. was quite as good a venture as ever.

F. P. Hinkston still takes care of the interests in this territory of Bruen, Ritchey & Co., and was lately here for that purpose, selling a good list of articles.

H. P. Snow, who stands for all that is visible—while he is here—of the plaster house of Johnson & Johnson, went the rounds lately of the city, visiting both wholesalers and retailers in the drug trade.

The red "Lilly" specialties are going to the fore at a specially rapid rate, as they are looked after right along by E. O. Norte as outside man, who was here lately, and also by C. Thistlewaite locally.

W. F. Sohni is at home when he goes the Buffalo round selling pill and powder boxes for the New York Paper Box Company. He spent a few days here a short time ago very profitably.

#### NEW ENGLAND

All Interests Center in Approaching N. A. R. D. Meeting—Local Association to Meet by the Sea—Minor Items of Interest.

(From our Regular Correspondent.)

Boston, July 19.—Pharmaceutical circles show great interest in the approaching meeting of the N. A. R. D. In fact, nothing else is talked of save by the lucky ones who have fish tales to tell and a suit of tan to exhibit.

#### B. A. R. D. TO MEET AT BASS POINT.

The next meeting of the B. A. R. D. will be held at Bass Point July 25 and will take the form of an outing for the members, their families and friends. There will be games, music, dancing and full attention to the inner man, with C. H. Packard commander-in-chief. A business meeting will also be held for the furthering of the plans for the national convention.

#### TALKED ABOUT.

F. A. Hubbard, secretary of the Board of Pharmacy, has laid aside his official cares for the cool breezes of Cape Cod.

President Peter J. McCormick, of the Massachusetts Pharmaceutical Association, passed Sunday, July 9, with military friends at the camp at Westfield. The genial president was royally entertained by his military friends.

On July 19 J. B. Beebe purchased the business block, stock and fixtures of J. Fred. Whiting, which has been conducted under the firm name of F. T. Whiting & Son. Mr. Beebe, it is understood, paid for same \$500 above the amount of the mortgage, accrued interest and taxes.

The Board of Aldermen of Malden recently gave a hearing on the question of revoking the sixth-class license of William H. Whittaker, 102 Ferry street. It was alleged that liquor had been sold and the necessary record omitted. A decision will be rendered later.

The executor of the estate of the late Andrew G. Weeks has been made a party to a suit brought by the receiver of the defunct Central National Bank. The suit is against all of the directors and is for between \$300,000 and \$500,000. Gross mismanagement and collusion are alleged. A vigorous defence is being made by the friends of the deceased director, his fault, if any, being the trusting of others. It is believed that the crash hastened Mr. Weeks' death.

#### Suit Against Parke, Davis & Co.

Parke, Davis & Co., of Detroit, and the E. C. Andrews Company, of Lowell, Mass., purveyors of "Andrews' only dyspepsia cure," have locked horns in a legal battle involving \$40,000 and 2,000,000 pills. An action of contract in tort has been entered at Cambridge in the Superior Court, since which a petition has been introduced asking that the action be transferred to the United States Circuit Court.

The Andrews Company claims that the pills made by the defendants and furnished by them were not made according to the prescribed formula, thereby causing loss of reputation and damages to the amount claimed.

#### Convicted for Liquor Violation.

Colorado Springs, July 21.—The first of the alleged liquor violations on the part of prominent Colorado Springs druggists came up for trial before Police Judge Toombs last week. The trial of Otto Fehringer, owner of the South End pharmacy, occupied the entire day. Fehringer was convicted and fined \$200 and costs. The case will be appealed. Fehringer owns four drug stores in this city and will be tried to-morrow on an alleged violation in another store.

"There's just one thing I wanted to say to you," began Mrs. Acid to her better half.

"Only one, M'ria?" queried he, solicitously. "Aren't you feeling well?"—*Tit-Bits.*

## OHIO.

**Fountain Trade Leads All the Rest—The Bank Failure—Druggists Find Time for Vacation Trips from Newfoundland to Florida.**

(From our Regular Correspondent.)

Cleveland, Ohio, July 18.—Reports from druggists are to the effect that the business is showing some improvement gradually. The last few days, having been somewhat on the "hot" order, made things lively about the soda fountains; but, outside of this, little can be said regarding general conditions that will not be a repetition of what has already appeared. The jobbing houses report a good business also and the orders from the smaller towns and cities are showing up very satisfactorily.

George M. Yarnell, a druggist at Columbus, died on July 6 as a result of injuries sustained by being struck by a street car on June 28. A contusion on the head induced meningitis, which caused his death. In addition to this his foot was crushed and he was otherwise bruised about the body. His place of business was on Washington avenue. He was 60 years of age and leaves a widow and one daughter.

## AN ECHO OF THE WOOSTER BANK FAILURE.

The bulk of the stock of groceries and drugs in the wholesale establishment of Zimmerman & Co., of Wooster, which failed at the same time the Wooster National Bank went down, were sold to George Sharp, of Millersburg. Judge M. L. Buchwalter purchased a soda fountain said to have cost \$1,500 for \$65. The entire stock is reported to have sold at less than one-fourth of the appraisement of \$13,800. It was all sold at auction.

## CLEVELAND NEWS NOTES.

George D. Zirker has purchased the Temple Pharmacy, opposite the Hollenden Hotel, in this city, from W. F. Grosse. This store is in a good location on Superior street and should command considerable of the transient trade from the hotel.

Albert Sobey succeeds the firm of Barunlich & Sobey, 962 Payne avenue, this city.

## CINCINNATI ITEMS.

John Ulrich, the Aurora druggist, is fishing in Florida.

R. Freiberg will spend August at Thousand Isles.

A. E. De Lang sold out his Fifth street store and is taking a much needed rest.

Bert Weatherhead will spend August in Canada with his wife.

The usual dullness prevails here and the retailers are taking their usual vacation.

Wm. Gert Anderson will spend a week in the "Big Town," making his headquarters at the Metropolitan Hotel.

Chas. A. Apmeyer and wife will spend August on the Lakes, making Detroit their headquarters.

L. C. F. Cramer, the popular East End druggist, is suffering with a sprained ankle.

The O. V. D. A. picnic promises to be successfully conducted both financially and from a pleasure standpoint.

Herrman Serodino is spending six weeks in Newfoundland with his family.

Joseph Koenig, the Brighton pharmacist, is off for a two months' trip to Europe.

Alfred E. De Lang has sold his Fifth street store and will retire temporarily from business.

Dr. Wm. Knaemiller, the dentist and former druggist, met with an accident while on a car which shattered the bones of his right arm.

Tom Luxon, the representative of the Alfred Vogeler Drug Company, was in a railroad wreck on July 3 which laid him up for ten days with a number of painful bruises.

Geo. V. Karsch, the assistant druggist at the City Hospital, who was discharged by the B. P. S., called for an investigation of the charges against him. After a thorough trial the board

upheld the former ruling and Mr. Karsch is out. He is succeeded by M. Doyle.

## ALL AROUND OHIO.

S. H. Hill, of Erie, is reported to have made an assignment.

J. W. Tuttle succeeds the firm of Tuttle & High at Medina.

A. H. Kent, of Hiram, has sold his business to T. C. Ramsey.

The stores of B. E. Vail and R. M. Haun at Niles have been combined, Swasey Bros. now owning a controlling interest.

Hilan A. Brown has succeeded to the business of Brown Bros. at Hazelton.

The firm of Stahl & Mentzer has purchased the Rudolph drug store at Youngstown.

The drug store at Niles, which was recently sold to B. F. Griffiths by Charles Mascher, has been repurchased by Mr. Mascher.

The Mutual Drug Company, of Cleveland, has been incorporated with an authorized capital stock of \$50,000 by M. H. Nason, A. H. Weed, C. R. Miller, L. B. Spanner and William Rothenberg.

## PENNSYLVANIA.

**A Crusade Against "Headache" Powders—Miss Haydock Elected to the Chair of Pharmacy—Impure Soda from Street Venders—Many Philadelphians on Vacation.**

(From our Regular Correspondent.)

Philadelphia, July 20.—The city officials are taking a hand in the indiscriminate sale of headache powders. The use of headache powders containing acetanilid and kindred drugs was last week condemned by Coroner Dugan. The coroner reported the result of a chemical analysis of headache powders which were alleged to have caused the death of Mrs. Mary A. Bissels, 18 years old, of 3040 East Richmond street, on July 2 last. The autopsy by Dr. T. J. Morton, coroner's physician, indicated that death was due to the use of the headache powders. The analysis showed that the principal ingredient in the powders was acetanilid. Coroner Dugan advised caution by persons suffering from headache in use of such powders, especially when the degree of susceptibility to the toxic action of acetanilid is unknown to them. He said: "I think one of the chief dangers is that these powders are advertised as being harmless, thereby leading persons afflicted to take them freely. The same remedy described by a physician would be taken only at regular intervals, thus removing one of the very objectionable features of this class of drugs."

## PROFESSOR SUSANNAH HAYDOCK.

Miss Susannah G. Haydock, Ph.G., of 2123 Lancaster street, has been appointed professor of theory and practice of pharmacy in Temple College. Miss Haydock was Philadelphia's first female druggist. She will assume her new duties when the college reopens next fall. She was graduated from the Philadelphia College of Pharmacy, and is president of the Pennsylvania Society of Women Pharmacists and Chemists. For ten years before she began the study of pharmacy with a view to making it her profession she was teacher in the Thomas H. Powers Consolidated School, Twentieth street and Susquehanna avenue. She was educated in the public schools here and was graduated from the Girls' High School with the class of 1879-80. Miss Haydock is descended from Quaker stock and is in the sixth generation of her family born in this city. She is a daughter of the late Thomas O. Haydock. Her grandfather, Robert Haydock, was a well-known carriage manufacturer here.

During the hot weather the Pure Food Commission is maintaining a stringent inspection of the venders of cheap syrups and the curbstone soda fountain dealers. The inspectors are watching these venders, and while many of the smaller dealers have been caught, plans have been laid for the arrest of the manufacturers of adulterated syrups. In the congested

downtown districts, where soda is so popular with the poorer classes, particularly with children, many agents have been busy for the past ten days and have found many cases where poisonous substitutes for fruit syrups are being used. As a result a number of prosecutions in this line will be brought at once and the attorneys for the Dairy and Food Department say they will endeavor to have them tried at the earliest moment. Warrants for some of these dealers are now being prepared and arrests will be made within the coming few days. The markets are being scrutinized for violations of the law prohibiting the use of artificial preservatives in fresh meats, fish, fowl and shellfish. Where it is discovered that preservatives of any kind are being employed arrests will promptly follow and it is declared by the Dairy and Food Commissioners that adulterators of fresh meats, etc., will be made to suffer the full penalty of the law, which is imprisonment of from 90 to 90 days, or fine of from \$100 to \$200, or both. Fine or imprisonment or both are the penalties for selling or manufacturing adulterated syrups or fruit extracts or trafficking in bad milk. The new law also establishes a standard for milk which has heretofore been missing from the statutes.

#### MINOR NEWS ITEMS.

Freeman & Pettyjohn, of Sixteenth and Race streets, have opened a new store at Twentieth and Lombard streets.

William H. Lacey, of Nineteenth and Green streets, has been enjoying the ocean breezes at Atlantic City for a few days.

W. C. Mann & Co., of Manayunk, have purchased Harrison's drug store at Ridley Park, Pa.

Geo. B. Evans and family are spending the summer at Atlantic City. Mr. Evans is attending to business daily.

C. A. Eckels and wife are enjoying the cool breezes at Beach Haven.

Dr. H. Stoeber has returned from a two months' tour to California.

R. B. Trevor, of the Philadelphia office staff of Johnson & Johnson, is spending his vacation at Boston, Mass.

J. V. Slaughter is in Seattle looking after some mining interests.

J. Goldhaber, of Fifth and Queen streets, is opening a new store at Fifth and Wharton streets.

E. R. Gatchel, Tenth and Spring Garden streets, is spending a few days at the Berkshire at Atlantic City.

Walter N. Collings, of Hance Brothers & White, is spending the summer at Hatboro, Pa.

Mr. Crumble, of Broad and Allegheny, is taking an extended trip through California.

W. H. Sutton, Fifth and Susquehanna avenue, is spending his vacation in the wilds of Utah and Colorado.

A. Ladow, who already owns eleven stores in this city, has opened another at Twenty-ninth and Reed streets.

Mr. Hackett, who was formerly with Armour & Co., has now left that concern, and is now with H. K. Wampole & Co., of this city, and will call on the local trade where he is so well known.

Ray W. Kottka has removed his store from 1481 Clearfield street to the northeast corner of Broad and Clearfield, where he has purchased the property and made extensive alterations.

John J. Keenan, of Fifteenth and Ritner streets, has been particularly unfortunate with pilfering clerks, and during the last week he has succeeded in landing one in jail, where he will remain for the next three years.

The latest thing in soda water drinks is the "Weaver Shake Up," which credit belongs to J. J. Bender, of Thirteenth and Wharton. Just what the combination is is unknown, but it must be a combination of sour grapes surmounted by a peach.

N. Newlin, the popular buyer at Evans', is spending a

couple of weeks of well deserved rest at a Jersey watering place.

Rudolph Wirth, of Fougere & Co., passed through Philadelphia on his way to the Pacific Coast in the interests of his house.

James Buckman, who owns the store at Eighth and Green streets and who is also a prominent member of the Philadelphia Drug Company, has been elected president of the Green and Coates Street Passenger Railway Company.

Paul Rohn, who was formerly the manager for A. Ladow's store at Twenty-third and Dickinson streets, has opened a store at Twenty-second and Mifflin streets and has fitted it up in a thoroughly up to date manner.

There will be a large number of Philadelphia druggists in attendance at the meeting in Atlantic City of the American Pharmaceutical Association in September, and so far as the local druggists can make it the event will be very successful and interesting.

The new Pharmacopoeia is now being issued, the first lot having been distributed on the 18th inst. The sales agents, Messrs. Blakiston's Son & Co., say that they are printing as rapidly as possible and there will soon be enough to fill all orders.

J. P. Frey, S. B. Davis, John Bailey and D. E. Bransome formed a heavy weight party and went to try their luck at Beach Haven. According to their stories, and those who know them do not hesitate to believe them, tons of weakfish were caught. At any rate the party was very successful and thoroughly enjoyed the outing.

There is some talk among the local druggists of trying to get the 1906 meeting of the N. A. R. D. held in this city. Philadelphia has the largest number of members of any city in that organization and they think that it would stimulate interest in it to have the meeting held there. On the other hand there are some who think it would be better policy to have the meeting held where the association needs strengthening.

Cadwalader Balbirnie, of Thirteenth and Jefferson streets, has sprung a great surprise on his friends. Mr. Balbirnie was supposed to have been a single man, and many sly glances from coy maidens have been cast at him, but now he has announced that he has been married since 1893. No one seems to know why Mr. Balbirnie has been keeping the affair a secret, but he has, and done it well, too. Rather late for congratulations, but they are now in order, nevertheless.

#### Indiana Items.

A petition in involuntary bankruptcy was filed in the Federal Court here June 9 against Gordon Gauld, a druggist at Bedford, Ind., by the creditors, all of whom live in Bedford.

A voluntary bankruptcy petition was filed in the Federal Court by C. E. Thornburg & Co., retail druggists, of Muncie, Ind., with liabilities scheduled at \$14,253 and only \$8,000 of assets. The latter consist of a stock of goods valued at between \$7,000 and \$8,000, with about \$1,000 of outstanding accounts said to be collectible. The firm is composed of Charles E. and Walter I. Thornburg, partners, the former giving his personal schedule at \$5,000 liabilities and \$25 assets, and the latter \$4,500 liabilities and \$100 assets.

The druggists of Carroll County, Ind., have organized what will hereafter be known as the Carroll County Retail Druggists' Association, the object of which is to place the business on a higher plane and promote everything for the best interests of the members. It also hopes to become a part of the National Association. The officers are: President, C. E. Nobes, Flora; vice-president, U. E. Tesh, Camden; secretary, R. S. Tidrick, Bringham; Executive Committee, P. W. Van Gundy, Camden; I. H. Orr, Delphi, and P. W. Stonebraker, Burlington.

## THE WEST.

**Cut Rate Ice Cream Parlors Stir Up the C. R. D. A.—Favorable Financial Outlook for N. A. R. D.—The Special List Evil in Pharmaceuticals—Council on Pharmacy of American Medical Association is Endorsed—Antinarcotic Legislation Approved.**

(From our Regular Correspondent.)

Chicago, July 17.—At the quarterly meeting of the Chicago Retail Druggists' Association, which was held on Tuesday afternoon, July 11, at the Northwestern University Building, the association urged decisive action with regard to the attitude of the Collins Bros. Ice Cream Company, which is beginning to open retail stores for the sale of its ice creams, giving two glasses of ice cream soda with every 30-cent brick of cream. The company has been distributing notices to the above effect among the people of Woodlawn, where it has opened a store at 891 East Sixty-third street.

**PREFERS INCREASE OF N. A. R. D. DUES TO FIVE DOLLARS.**

This being the last quarterly meeting before the meeting of the National Association at Boston this fall, the chair recommended that action be taken looking to a proper representation of the C. R. D. A. at the Boston meeting. Mr. Straw made a forceful speech urging that the dues to the N. A. R. D. should be raised to \$5 a year per member, this amount to include price of subscription to the association's organ. Mr. Wooten said that so far the regular income of the association, including dues, organization fees, subscriptions to the association organ, etc., had sufficed to pay the running expenses of the organization, and if receipts continued to come in in like amounts for the rest of the time remaining before the annual convention there will be a balance in the treasury.

The delegates were instructed to carry to Boston the renewed indorsement of the direct contract and serial numbering plan, and to urge its adoption by still more of the proprietary medicine manufacturers.

**DIRECT SALE TO PHYSICIANS BY MANUFACTURERS OPPOSED.**

A resolution offered by Mr. Dauber, to the effect that the N. A. R. D. should go on record as opposed to the sale by pharmaceutical houses and their wholesale agents of the preparations of such houses to physicians direct, was passed, and the delegates were directed to transmit the sense of the association to this effect to the N. A. R. D. at the coming annual gathering.

A resolution was passed indorsing the action of the American Medical Association in its creation of a council on pharmacy and chemistry, and the association agreed to co-operate in every way possible with the council in the furtherance of the work for the advancement of these sciences.

**A NEW WATER ON THE MARKET.**

The druggists allege that the Hydrox Water Company has been unfair in its treatment of the druggists, and therefore listened with interest to a proposition by the representative of the Almanaris Springs at Waukesha. He declared the water of these springs to be superior to others on the market, and far ahead of the "dead" waters sold. It is, he said, a pure spring water. He promised the members of the C. R. D. A. control of the trade in Chicago, and named a price of 85 cents a barrel, f.o.b. Waukesha. With the freight to Chicago, this will bring the cost up to a little more than 3 cents a gallon. Fifty labels will be furnished with each 50-gallon barrel, so that druggists may bottle the water and handle it themselves. On motion a resolution was passed to the effect that a buying club should be formed to handle this water.

The association went on record indorsing the proposition to bring before the next Legislature a bill for a law against the sale of narcotic drugs. It was agreed that a law should be passed that would protect the people without working needless hardships and restrictions upon the druggists. By unanimous vote the association adopted a resolution asking the Legislative Committee of the Illinois Pharmaceutical Association to draft and propose for passage a bill for a law to require all physicians desiring to dispense their own remedies, except in

cases of emergency, to pass an examination as to their fitness to do so, and to demonstrate the same aptitude in pharmacy as is required from registered pharmacists.

With the creation of a flower and carriage fund of \$100 for use in doing honor to the memory of deceased members from time to time the meeting adjourned.

**A HAIR-DYE INCIDENT.**

A woman whose hair was a beautiful shade of red entered the store of Thomas F. Cannon, North Clark and Huron streets, recently with fire in her eyes. "Look at this," she screamed at a clerk. "Look at my hair. It's red, just as red as fire—and you told me the hair dye would make it a charming shade of chestnut brown." The clerk suggested that red was much admired by artists, but the woman didn't care. She grabbed all the bottles at hand, smashed the showcases and began using the shelves as targets. The clerk ran for a telephone and called the police, but before the officers arrived the possessor of the red hair escaped.

**CHICAGO NEWS NOTES.**

Max O'Konlewski, 165 Blackhawk street, was burned out July 6. His insurance was \$7,200. He will resume.

F. R. Follett, cigar buyer for Morrisson, Plummer & Co., has resigned and accepted a temporary position managing the cigar business of Buck & Rayner at State and Madison streets.

The meeting of the Illinois Pharmaceutical Association in Chicago, August 22 to 24, is expected to be the most notable in the history of the organization.

John Ritter, Colorado avenue and Jackson Boulevard, has sold out to Ed. Fellows, formerly clerk for Hansel Bros., California avenue and Lake street.

Al. Hatch, formerly manager of the sundry department of Peter Van Schaack & Sons, was presented with a fine 10-pound son on the day after the glorious Fourth. Mr. Hatch is now the Chicago representative of Ladd & Coffin and has many warm friends in the trade.

Ground floor and basement of the Reliance Building, at State and Washington streets, formerly occupied by Carson, Pirie, Scott & Co., have been leased to the Central Drug Company, of Detroit. The company is said to have taken a lease for 20 years at \$40,000 a year, and will take possession January, 1906. E. Von Hermann, well known to the druggists of Chicago, is said to be slated for the managerial position. It is said the policy of the store will be similar to other State street drug stores—bordering on the line of the cut rate.

On the morning of July 8 great excitement was observed in the heart of the drug trade center, a large, enthusiastic and thirsty crowd having congregated at the corner of Randolph street and Fifth avenue. The reserves were called out to quell the riot under the impression that the strikers were mobbing a nonunion man, but inquiry developed the fact that it was a union man, Alex. Harris, Western manager of Johnson & Johnson, who had undertaken the task of buying out the refreshment stand in celebration of the advent of his first grandson. He now signs his mail "Foxy Grandpa," though he is not yet 40 years old.

**Telephonic Detection of Wine Adulteration.**

German papers report that the well-known chemist, Maneuvrier, at Paris, has made the discovery that adulteration of wine with water, other liquids and with solids can be detected through the aid of the telephone. Two glasses, one filled with wine to be tested and the other with a like quantity of wine known to be pure, are placed upon an apparatus resembling a scale and a telephone connected with both liquids. If both wines are pure no sound is heard in the receiver, but if one contains water a noise is produced until a pointer is moved to a given place on the dial plate, whose movement renders the conductivity of the liquids uniform. The gradation on the dial where the pointer stops shows the quantity of extraneous matter in the wine.

## THE PACIFIC COAST.

## Druggist Accuses Brother of Treachery—Joint Meeting of Pacific Coast Druggists—Large Attendance Expected.

(From our Regular Correspondent.)

San Francisco, July 14.—Charles Grunig, who, with his brother, L. H. Grunig, conducted the drug store at Pine and Kearny streets, filed suit on the 10th inst. for a dissolution of the partnership, for an accounting, and for an equal division of the proceeds of the sale of the business, and demanded that a receiver be appointed to have charge of the store during the pendency of the litigation. L. H. Grunig, the defendant, was formerly connected with the E. J. Smith Drug Company, but dissolved all partnership with the latter firm when E. J. Smith, the largest owner, and defaulting Tax Collector of this city, was discovered in his irregularities. Defendant's combination with his brother was unprofitable to the latter, as the plaintiff avers that their drug business is being ruined by the conduct of his brother, who is accused of having taken money from the firm's safe without the formality of returning it; of having fought with the employees of the store, and even gone so far as to strike plaintiff in the presence of customers, causing the latter to take their patronage elsewhere.

## CALIFORNIA, OREGON AND WASHINGTON DRUGGISTS TO MEET JOINTLY.

The sixteenth annual meeting of the Washington State Pharmaceutical Association, to be held at Breakers Hotel, Long Beach, Washington, July 18, 19 and 20, will be a noteworthy one, as the Washington and Oregon associations, which decided to meet together, have invited the California Pharmaceutical Association to join hands with them. Although the invitation came late, it is expected that most of the pharmacists from the Golden State, who are now in Portland, Ore., after attendance at the Lewis and Clarke Pharmaceutical Congress, will combine with the pharmacists of the Northwest and discuss matters of common interest.

## COAST ITEM.

The body of H. F. Gibson, the druggist of Seattle who was drowned while rowing on Lake Washington, near Seattle, with Mrs. Minnie Mitchell, was recovered on the morning of the 11th inst. Mrs. Mitchell's body was found on the 9th, the day following the tragedy, which was the result of a clandestine meeting.

## 'FRISCO NEWS.

Henry Leo, a drug clerk living at 103 Ninth street, while walking up Market street in an intoxicated state on the afternoon of the 18th ult., collided with a stranger, and accompanied this with an oath. The stranger struck Leo in the face, throwing him against the curbstone. The insensible druggist was taken to the hospital, where his case was diagnosed as a probable fracture of the base of the skull.

## Teaching American Pharmacy.

Abraham Isa Attarian, B.A., Urfa; Jebr Jurjus Hakim, Tripoli; Parnig Kevork Hampartsumian, Banderma; Jurji Khalil Hazzl, Damascus; Taufik Jurji Kalâm, Damascus; 'Aziz Nikôla Khôri, Damietta; 'Abdallah Sa'd Kikk, Deir-ul-Kamar; Nejjib Nimr Kubelsi, Salt; Hovagim Hovhannes Shakarian, Charehamba, and Emmanuel E. Sophos, Kassos. This is a list of third year students in the department of pharmacy of the Syrian Protestant College at Beirut, Syria, who are being taught American pharmacy and chemistry by Prof. James A. Patch, a son of Prof. E. L. Patch, of Stoneham, Mass., who is a graduate of the Massachusetts Institute of Technology and who occupies the chair of chemistry at Beirut.

A Physical Impossibility.—Mike (to chemist): "The doctor said: 'Take wan of these pills three times a day.' I tuk wan of thim wanst, but the man doesn't live that kin take wan of thim three times."—Ex.

## Points Regarding Foxglove Leaves.

A quarter of a century ago Fluckiger and Hanbury in "Pharmacographia" warned the pharmacist against the adulteration of foxglove with the leaves of *Verbascum*, of *Inula Conyza D. C.* and of *Inula Helentum*, and they go on to say that "to avoid all chance of mistake it is desirable that druggists should purchase the *fresh flowering plant*, which cannot be confounded with any other, and strip and dry the leaves for themselves."

Manifestly the pharmacist in a city cannot adopt this method of assuring himself that his stock of this important and potent drug is all that it ought to be, but he can and should take care that he obtains his supplies from the best and most reliable source. Nor must it be forgotten that the active principles of foxglove are members of that unstable group of chemical bodies, the glucosides. Too much heat in the drying process, too long between the time the plant is growing in the free air and sunshine and the time it is dried in the kiln, too damp a storehouse for the dried herb, too stale and old stock of foxglove leaf, these are all factors in the production of an inert and useless drug and can only be controlled at the source by the producer; hence the wisdom of the advice in "Pharmacographia."

Remember that although digitalis may not be wanted every day, like senna, it is a remedy for heart disease, and when it is prescribed it is wanted badly, and an inert, impotent drug may mean loss of life. We say to the pharmacist: Obtain your supplies of foxglove leaves from producers who know *Digitalis purpurea* when they see it, who dry it on the spot where it grows, whose kilns are built for the purpose of drying medicinal herbs at the right temperature and under proper conditions, who put it on the market in small air tight packages labeled "Fol. digitalis elect" and indorsed with the name George Allen & Co., which has held an honorable reputation among American pharmacists for more than one generation. When you have got the right drug in stock, keep it right; store it in a dry place, protect it from the light and powder it only when you want to use it.

## Herodotus on Mosquitoes.

The discovery of Sir H. Arthur Blake that the transmission of malaria by mosquitoes is recognized in Sanskrit literature recalls the following passage in Herodotus: "The contrivances which they use against gnats, wherewith the country swarms, are the following: In the parts of Egypt above the marshes the inhabitants pass the night upon lofty towers, which are of great service, as the gnats are unable to fly to any height on account of the winds. In the marsh country, where there are no towers, each man possesses a net instead. By day it serves him to catch fish, while at night he spreads it over his bed in which he is to rest, and, creeping in, goes to sleep underneath. The gnats, which, if he rolls himself up in his dress or in a piece of muslin, are sure to bite through the covering, do not as much as attempt to pass the net." (Rawlinson's Herodotus, Vol. II, page 154.)—Lancet.

## A White Goods Cleanser.

The "cleaner for white goods," manufactured by Carl M. Krieg & Co., 110 Reade street, New York, can be very highly recommended and should be found on every retail druggist's counter, especially at this time of the year when there is always a demand among customers for such preparations. The firm's "Cleansum" is invaluable for cleaning white canvas, buck, suede and white undressed kid leather; also for shoes, belts, caps, breeches, etc. It is put up in two styles, aluminum boxes, per gross, \$24 less 10 per cent.; per dozen, \$2, and wooden boxes, \$18 per gross, less 10 per cent., and \$1.50 per dozen. A smaller size, known as "Cleanswhite," is quoted at \$9 a gross, less 10 per cent., or 75 cents a dozen, put up in wooden boxes. Krieg & Co. also make a liquid cleaner, "Magic White," put up in a neat carton at \$9 a gross, less 10 per cent., or 75 cents a dozen. It would be a good investment to send for a supply if you have none in stock.



## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, July 22, 1905.

The principal feature of interest during the past fortnight has been the rather unexpected improvement in the condition of opium, which has been advanced in the interval and is held firmly at the higher figures. Much attention has been attracted to the ruling of the customs authorities excluding certain lots of Mexican sarsaparilla. One consequence of this ruling has been to bring about a sharp advance in the rather limited stocks of this drug now in hand. The condition of quinine has not materially changed, the slight decline in the prices obtained at the last auction sale of bark at Amsterdam not having been so marked as to warrant any material change in the price of the alkaloid, though, of course, the decline in the bark is affected by a weaker tone in the quinine market. American drugs generally have fared rather badly during the past two weeks, as several of our most important domestic products, including peppermint oil and golden seal, have declined in value. The volume of trade has naturally been rather small, as during this season of vacations there is practically no speculative movement on foot. The details of the price changes appear below:

| HIGHER.                 | LOWER.            |
|-------------------------|-------------------|
| Opium,                  | Peppermint oil,   |
| Cacao butter,           | Ergot,            |
| Camphor oil,            | Tansy oil,        |
| Menthol,                | Elm bark,         |
| Silver nitrate,         | Golden seal root, |
| Aloes,                  | Mandrake root,    |
| Clove oil,              | Spikenard root,   |
| Sarsaparilla, Mexican,  | White pine bark,  |
| Citronella oil,         | Carbolic acid,    |
| Tonka beans, Angostura, | Potash,           |
| Citric acid,            | Cramp bark.       |
| Bayberry bark,          |                   |
| Laurel leaves,          |                   |
| Orange flower products, |                   |
| Paris green.            |                   |

### Drugs.

Alcohol is dull, even the consuming demand having fallen off materially, though quotations are firm at \$2.43 to \$2.45 for grain. No movement in wood is observed outside of jobbing lots, which sell at 70c for 95 per cent. and 75c for 97 per cent.

Aloes has advanced decidedly under the influence of a steady consuming demand and very light stocks. We quote for Barbados 10c to 11c, and Curacao 5c to 5½c, at which figures holders are very firm.

Balsam copaiba is in good demand in a jobbing way at the unchanged quotations of 30c to 33c for Central American and 35c to 36c for Para.

Balsam fir, Canada, is generally quoted at \$3.10 to \$3.20, but there is still some diversity of opinion as regards values which leads one or two prominent holders to quote higher figures than these.

Balsam tolu is without special interest, the dullness reported in our last having continued unabated. We quote 21c to 22c.

Bayberry bark, which was reported higher in our last issue, has been still further advanced on account of extreme stringency of supply and quoted at 12c to 13c.

Buchu leaves, short, are reported firmer in London, but the spot market remains unaltered at 14c to 17c.

Buckthorn bark continues dull under the influence of favorable crop reports, and may be quoted as easy at 67c for spot goods, with ½c less for goods to arrive.

Cacao butter has advanced in sympathy with the conditions in the Amsterdam market, and is now quotable at 28c to 30c for bulk, with 12-lb. boxes quoted at 24c. to 36c.

Caffeine has been advanced to \$2.65 to \$2.75, and the jobbing demand is seasonably brisk.

Carbolic acid has declined to 13¼c to 15c for bulk and 21c to 23c for bottles. The demand is brisk, but the pressure of stocks and the desire to secure a readjustment of the volume of trade led to the reduction.

Cascara sagrada continues firm, though quiet, at 6¼c to 7c.

Chamomile flowers, Roman, new crop, are offering at 21c to 22c, though no great interest is manifested in the offerings. The German is quoted at 9¼c to 10¼c for old crop and 15c to 18c for new.

Cinchona bark declined at the recent Amsterdam auction, but not sufficiently to affect holders in this market, the manufacturing grades only being involved.

Coca leaves are quiet, but prices are unchanged at 18c to 20c for Truxillo and 32c to 35c for Huanuco.

Codeline is still quoted at \$3.30 to \$3.40, though it is reported as having been advanced in European markets.

Codliver oil remains dull and no inquiry is noted even for future delivery. We quote \$24 to \$30 for Norwegian and 70c to 80c for Newfoundland, though it is possible that on a large lot these figures might be shaded.

Cotton root bark has advanced under the influence of unfavorable crop prospects and 8c to 9c is now demanded.

Cramp bark has declined to 7c to 8c, and even at these figures is dull and neglected.

Elm bark remains unchanged since our last. We quote it at 22c to 25c, though but little business is doing.

Ergot has declined under the influence of unfavorable market conditions in Europe and local holders have reduced their quotations to 30c to 32c for German and 35c to 36c for Spanish.

Grindella robusta is still maintained firmly at 22c to 23c, and it will probably not be possible to secure any large lots at such figures without bringing about a further advance.

Laurel leaves have been advanced to 4c to 4½c, the spot stocks being well concentrated.

Lycopodium, while dull, is quite firm at 85c to 87c.

Manna is firmer at 29c to 30c for small flake, which appears to be relatively stronger than the large at 45c to 50c.

Menthol has been quite active during the past fortnight, having alternately advanced and declined, but at the close the market is firm at \$2.00 to \$2.25, with an upward tendency. The trade reports indicate that the upward tendency is justified by the conditions in Japan, but no really reliable information is forthcoming concerning the conditions there.

Opium has advanced to \$3.10 to \$3.12½ for single cases and \$3.12½ to \$3.15 for jobbing lots, and is fairly active for the season at the figures given. The advance seems to be justified by the strong reports from the primary market, and some holders even intimate a possibility of a still further increase in price. Powdered has been marked up in conformity with the increased price, with the gum quoted at \$3.50 to \$3.55.

Quinine has been slow of sale save in a small jobbing way for the past fortnight and there have been several indications of weakness, which was justified by the slight decline in the bark prices in the auction sale at Amsterdam last Thursday. The decline in the price of the bark was hardly sufficient to warrant any change in quinine quotations, which remain at 20c to 25c for domestic in bulk, with German from first hands quoted at the same figure, though second hands quote ¼c lower than this, while Java bulk is nominally quoted at 18c to 19¼c.

Saffron flowers, American, continue dull and somewhat weak at 70c, though no large business is reported.

Sassafras has still further advanced during the fortnight and is now quoted at 12c to 13c.

Spermaceti is in good demand at 26c for block and 27c for cake.

Thymol is higher abroad and is quoted here at \$1.65 to \$1.75.

Vanilla beans have been in good demand and the general range of prices has been advanced to \$2.75 to \$3.50 for Mexican cut.

Wax, Japan, is firm at 11c to 11½c, and while the local demand is not very brisk, the reports from abroad are such as to warrant the holders in being very firm in their views.

#### Chemicals.

Acetate of lime is in active demand at 2.35c to 2.40c for gray and 1.60c to 1.65c for brown.

Arsenic is quiet on the spot at 3c to 3¼c. Some contracts are being made to arrive, however, at 2½c.

Bleaching powder is in very satisfactory condition, the market being firm at 1.25c to 1.45c for spot, though there is no scarcity of supply.

Brimstone is somewhat easier and is now quoted at \$20.00 to \$22.00 for crude seconds, but the demand is hardly what it should be.

Chlorate of potash is on a moderate decline at 8¼c and 8½c for crystals and powdered, respectively.

Citric acid has advanced under the influence of a brisk demand and is now quoted at 38c to 38½c, being very firm at the improved price.

Cream tartar is firm at 23½c for crystals and 23¼c for powdered.

Paris green has been advanced to 16c to 18c for 5-ton lots, which is an advance of 2c over the previous quotations.

Silver nitrate has been marked up to 37½c to 41c and is in satisfactory jobbing demand at the higher prices.

Tonka beans, Angostura, have improved somewhat in the local market, and 55c to 60c is now demanded. For Para 17½c to 20c is asked, and 25c to 27c for Surinam.

#### Essential Oils.

Camphor is firm at an advance to 9c to 12c in sympathy with the foreign market.

Citronella is quiet but steady at the recent advance to 36c to 37c for drums and 42c for smaller lots.

Clove is higher and very firm at 75c to 77½c for bud.

Pennyroyal is in active demand, with prices at \$1.00 to \$1.10.

Peppermint is lower under the influence of favorable crop reports and quoted at \$2.65 to \$2.80 in bulk, with H. G. H. quoted at \$3.10 to \$3.25.

Tansy is lower, the offerings being in excess of immediate demand; we quote \$3.75 to \$4.00.

The Messina essences generally show a very firm condition, and while our previous range of prices still covers the market the firmness amounts to an advance on the orange products particularly, including both the sweet and the bitter as well as the oil of neroli.

#### Gums.

Arabics are unchanged in price, with a rather light demand on the basis of 30c to 35c for first picked.

Asafoetida is very dull and quotations are only nominal at 15c to 20c.

Camphor is firm at 68c in barrels and 68½c in cases, with a very brisk jobbing demand.

Chicle is steady at 36c to 38c and is fairly active in a jobbing way, though the market is devoid of speculative interest.

Gamboge is quoted at 77½c to 80c for pipe, with only a moderate consuming demand.

#### Roots.

Althea, cut, is scarce on the spot and has been advanced to 17c to 18c.

Bloodroot has declined to 10c to 12c and is not in any great demand.

Colchicum shows firmness in sympathy with unfavorable reports from European centers, and has been marked up to 12c and 13c.

Ginseng is dull, and while the market nominally ranges from \$6.25 to \$7.75 it is difficult to state exactly the prices which would rule if any large lots came upon the market.

Golden seal has weakened somewhat and is now quoted at \$1.45 to \$1.50 for fall root and \$1.35 for spring.

Ipecac is dull, but owing to the firm condition of the foreign markets there is no tendency to shade local quotations, which remain at \$1.35 to \$1.45 for both Rio and Carthagena.

Jalap is firm at 9c for new crop, with up to 11c or 12c asked for old dry root.

Mandrake is dull and under the pressure to sell prices have been marked down to 5c and 5½c.

Sarsaparilla, Mexican, has been in a rather interesting condition, owing to the action taken by the customs authorities, which was referred to in another issue. It is claimed by some that the lots rejected by the customs authorities were fully up to the average standard for the Mexican root. It remains to be seen whether or not the Mexican root will be entirely excluded from this market. In the meanwhile spot stocks have been advanced at 10c to 12c and are firm.

#### Seeds.

Canary is dull at 5½c to 5¾c for Smyrna and 5¼c to 5½c for Sicily.

Caraway seed is dull but firm at 6c to 6½c for Dutch.

Celery seed is quiet at 7¼c to 8c, though these figures might be shaded on a firm offer.

Coriander is firm at 7¼c to 7½c for natural and 8½c to 10¼c for bleached.

Foenugreek is firm at 2¾ to 3c and in good demand.

Wormseed, Levant, is scarce and has been advanced to 17c to 17½c.

#### Registered in North Carolina.

At a meeting of the North Carolina Board of Pharmacy, held at Morehead City, N. C., on Tuesday, June 20, 1905, the following named candidates for license to practice pharmacy passed successful examinations:

Alfred V. Baucum, Apex; John C. Wolfe, Albemarle; Richard H. Roth, Asheville; Dr. William S. Hay, Bessemer City; Bertram S. Davis, Thomas W. Hunter and Drayton Wolfe, Charlotte; Cadmus T. Young, Clayton; Demetrius L. Boon, Durham; Roscoe S. Johnson, Enfield; Dennis Barkley, Franklinton; James F. Peele, Goldsboro; Moses F. Teague, Granite Falls; Richard I. Grantham, Max Payne and Verne Bea, Greensboro; Hugh A. Tally, Gulf; Frederick M. Seagle, Hickory; Claude Shelton, High Point; Livingston O. Hunter, Kings Mountain; Thomas M. Stanback, Mount Gilead; William F. Holland, Mount Holly; Ernest H. Wood, New Berne; James D. Thompson, Norwood; Eugene Crews, Jr., Oxford; Benjamin A. Betts, Gilbert Crabtree, Thomas L. Love, Jr. and William Reid, Raleigh; Joseph V. Jenkins, Rocky Mount; Edward M. Davis, Roxboro; Witches Watkins, Rutherfordton; Herbert L. Fitzgerald, Samuel Carter, Salisbury; Oscar B. Carpenter, Stanley; George R. McNeill, Vailland; Thomas L. Smith, Vanceboro; Lewis E. Scroggin, Warrenton; Ford Worthing, Washington; Carl T. Miller, William H. Moore and Theodore C. H. Schutt, Wilmington; Samuel E. Welfare, Winston.

He was cutting an item from a newspaper.

"It tells how a house was robbed, and I want to show it to my wife," he explained.

"What good will that do?" a friend inquired.

"A whole lot," was the reply. "You see this house was robbed while the man was at church with his wife."

"Say!" exclaimed the friend, excitedly, "you haven't got a duplicate copy of that paper, have you?"—*Chicago Evening Post*.

The word "tip" originated in the old coffee houses of London. At the door was a brass box with a slit in it. Engraved upon it usually were the letters "T. I. P.," an abbreviation for the words, "To insure promptness." Customers as they departed dropped coins in the box for the waiters.

### Western Medicine in China.

Excellent work has been done by the College of Medicine for the Chinese at Hong Kong, but the chief agencies in the introduction of Western medicine into China are the medical organizations of the various missionary societies. More than 100 hospitals and dispensaries, served by about twice that number of medical missionaries, have been opened by these societies throughout the Celestial Empire. At these institutions about 800,000 out patients are seen every year, and about 80,000 in patients are treated in the wards. The number of operations performed is very large. For the working of these hospitals and dispensaries native assistants, male and female, are needed. Hitherto these helpers have received their training in the hospitals, but schools are now being established in various centers where they will receive a sound medical training. At a general meeting of the China Medical Missionary Association, a body composed of some 200 medical men and women from Europe and America, held at Shanghai in February, 1905, a resolution was passed expressing great satisfaction at the formation of Union Medical Colleges in Peking, Canton and Shanghai, and at the proposed foundation of another in Central Chantung, and urging the various missions working in China to use their utmost endeavors toward the formation of similar schools in other large centers.

Only an inconsiderable proportion of the candidates for admission to these schools have gained a sufficient knowledge of English to enable them to profit by teaching imparted in our language; hence the need has arisen for good text books of medical science written in Chinese. Hitherto few books of any kind have been available, and such as there were have mostly been out of date. Moreover, as there was no fixed and accepted terminology, each translator practically coined his own vocabulary. The result was chaos and black night, in which the teacher and the taught groped blindly without coming in touch with each other. To remedy this evil the China Medical Missionary Association some years ago appointed a committee to prepare a standard list of terms used in medicine and the ancillary sciences. That committee has now, we understand, almost completed its labors.

The question of terminology having been settled, the next step is the publication of a series of text books of medical science with the aid of which Chinese students can be taught the principles of rational medicine. It is gratifying that this matter, too, has been grappled with by the China Medical Missionary Association. At a meeting recently held at Shanghai a Publication Committee was appointed to arrange for the preparation and issue of such text books as are required, and also for the publication of a medical journal in Chinese. It was decided to place at the disposal of the committee four-fifths of any funds remaining to the credit of the association at the end of each year, and the committee was further empowered to appeal for voluntary contributions in aid of the important work with which it has been intrusted.

The first work published by the committee is Professor Halliburton's "Handbook of Physiology," a translation of which by Dr. Philip B. Cousland, of Chao-Chow-Fu, Swatow, happened to be ready for the printer. We regret that we are unable to express or to form any opinion as to the merits of the translation, but it is interesting to see the familiar text book in its Chinese dress. The blocks were all cut in Shanghai by native workmen, and considering the thinness of the paper on which they are printed the illustrations come out well. We understand that in this respect the work marks a distinct advance on anything of the kind previously done in China. The book has been produced under difficulties of which stay at home authors can have little conception. Owing to the distance of Dr. Cousland's station from Shanghai the transmission and return of each set of proofs occupied on an average about three weeks.

As funds allow the China Medical Missionary Association will publish translations of other text books of established reputation. Already arrangements are being made for the acquisition of a volume on therapeutics. Although Professor Halliburton's book is the first that has been issued under the

auspices of the association, a translation of Gray's "Anatomy" by an American physician, Dr. Whitney, was published some years ago, and, we believe, has lately been reissued in a revised form.

Medicine is the greatest of civilizing agencies, and there can be no better means of hastening the day of awakening for China than to strike the mind of its people, held fast for so many centuries in the sleep of ignorance and superstition, with the shaft of scientific light.

### Pushing Prescription Business.

Whatever other methods a pharmacist may use to keep his prescription department in the minds of his local physicians he should not ignore the value of mentioning additions to his stock in a definite way. Generalities are vague, incomplete, unconvincing; but when a pharmacist in a printed announcement makes mention, for instance, of "Thigenol, the one soluble sulphur compound that is odorless on use," he is likely to score a point. There will be some doctors among those addressed who will make a mental note of this fact, and any prescriptions which may be written containing Thigenol will probably go to the pharmacist who advertised it. On the other hand, it must be remembered that a considerable proportion of a pharmacist's advertising does not produce immediate results; it is cumulative in effect and is valuable because it creates a general impression favorable to his interests.

At the present time Thigenol is attracting very general attention among the medical profession. Pharmacists who may want literature on it, either for distribution among their local physicians or for their own files, will be promptly supplied by addressing the Fenwick Agency, 51 Maiden lane, New York.

### Fined for Selling Cocaine.

Richmond, Va., July 21.—T. B. Williams, druggist, at Twenty-first and Marshall streets, was fined \$25 in the Police Court yesterday on the charge of selling cocaine without an order from a physician. Mr. Williams admitted the correctness of the charge and paid the fine.

### Manufacturing Chemists' Registration Bureau.

The following titles have been submitted for registration in the Manufacturing Chemists' Registration Bureau: Dentogen, Antiseptic Liquid Court Plaster, Antiseptic Liquid Soap, Odorine, Deodorine, Violet Cold Cream, Carnation Cold Cream, Ideal Cold Cream, Bifordal Ointment, Sal-Rheumatique, Nail Clean, Pepsophos and Anti-cystine, by Messrs. Hance Bros. & White, of Philadelphia.

### A New Drug Broker.

M. R. Macleod has established himself at 50 Pine street, New York, as a merchant and commission agent dealing mainly in crude drugs, chemicals and essential oils. He is acting as buying and selling agent (principally the former) for Sparks, White & Co., of London, England, with whom he has been associated for the past five years. Having been intimately connected with the London market for the past ten years, and being possessed, as he asserts, of the confidence and support of the principal brokers and merchants connected therewith, he is in an excellent position to represent American firms.

News comes from St. Louis of the marriage of Miss Jane Good, daughter of Professor and Mrs. James M. Good, to Theophilus Conselman, on June 28. Miss Good had attended several of the meetings of the American Pharmaceutical Association and had made many friends among the pharmacists in various parts of the United States, who will join us in congratulations and best wishes.

Alfred Pell, F.C.S., J.P., general manager of the firm of Kemp & Co., Limited, manufacturing and wholesale druggists, Bombay, India, will arrive in England in July. His address will be care of H. B. Sleeman & Co., 84 Leadenhall street, London, E. C.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, AUGUST 14, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO..

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 8718 Walnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KEENAN.....Associate Editor.

ROMAINE PIERSON.....Manager Chicago Office.

\$1.50 a year.

15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT

THE CREDITING OF EMPTIES. Editorial reference was made in the preceding issue to the steps taken by wholesale druggists of this city to correct the abuse to which they say they are subjected by retail druggists who return empty containers, which are unsuitable for re-use except at expense and trouble. The Committee of Wholesalers, who have had the matter under consideration, have adopted an agreement on the crediting of empties, which

provides that after July 1 New York jobbers shall not accept for credit any empty packages that had contained balsams of any kind, ointments of any kind, codliver oil or water glass, or containers under half-pint capacity. Other containers will be accepted provided they are returned within 90 days of shipment, and if in clean and good condition. It is stated that retail druggists are taking kindly to the new order of things, and the jobbers are much encouraged by the success of their plan, so much so indeed that it is proposed to take concerted action on other abuses which, it is asserted, have crept into the trade of late years.

When discussing the elaborate programme of A BRITISH ENTERTAINMENT provided by the American members for the foreign visitors in attendance on the meeting of the Society of Chemical Industry, held in this city last year, the prediction was freely made that no such programme could or would be provided for the American members attending the meeting this year in London. The accounts which reach us indicate that British hospitality has provided a most bountiful reciprocation for the courtesies extended in America, and it is a tired though happy group of American chemists who are now dispersing over various parts of Europe after the London meeting. One feature of the entertainment, the visit to the Burroughs-Wellcome laboratories, is described at length in another column. This, however, was but one of a series of entertainments which covered more than two weeks and included visits to many places of great historic interest, as well as a number of manufacturing establishments. Dr. Wiley, with his characteristically American humor, was given ample opportunity for speech-making, while Professor Coblentz seems to have established a reputation as a conveyor of thanks, at least he had numerous occasions to act in this capacity for the American visitors. Such occasions do much to further cement the ties of amity which bind together England and America.

THE STANDARDIZATION OF GALENICALS. W. A. H. Naylor, F.I.C., the president of the British Pharmaceutical Conference, is a pharmacist with an elevated idea of his calling, believing it to be an intellectual occupation ranking with the sciences, and he justified his belief at the forty-second annual meeting of the British Pharmaceutical Conference, held at Brighton, July 25, by the presentation of an address of close scientific interest, the subject matter of which was treated in a manner well calculated to hold the interested attention of an audience of pharmacists. His theme was Standardization as Applied to Drugs and Preparations, and it is long since we have come across a more masterly and intimate handling of the subject. Beginning with the first official standards for cinchona and opium he traced the extension of the principle of standardization to other drugs and commented upon their value as determined by his studies of the official processes, as well as of those recommended by researchers as improvements upon them. As might be expected the tenor of the address was of a technical character, but not so technical as to daunt the man behind the counter. The intimacy of Mr. Naylor's touch with practical pharmacy is evident all through his paper, especially in such places as where he speaks of the different conditions of storage as causative of varying changes in galenical preparations. It is his experience that all preparations are not equally affected under the same conditions of storage. According to his experiments the preparations of nux vomica and belladonna appear to be the most stable, the cinchona preparations less so, and the fluid extract of ipecac the least of all. His injunction to pharmacists re-

garding the storage of fluid extracts, etc., is well worth copying. He says: "Suffer me to weight the statement with all the emphasis it will bear that we, as pharmacists, cannot bestow too great thought and care upon the storage of important preparations, which even when kept under the most favorable conditions are not free from the liability of a reduction in strength and consequent medical value."

#### The American Pharmaceutical Association.

In a lecture delivered before the Brooklyn Institute some years ago Prince Kropotkin set forth clearly the powerful influence exerted on mediæval civilization by the trade guilds of the Middle Ages. While these guilds have passed away, save in name only, the same spirit of co-operation now makes itself felt in the trade and professional associations, and is a powerful factor in developing the better and broader aspects of the trades interested.

In pharmacy we have the local organizations and the vigorous National Association of Retail Druggists, which have to do solely with the trade aspects of the drug business, and we also have the State and the American Pharmaceutical associations, which touch on both technical and trade matters. All these organizations are factors in the development of pharmacy, and all should receive the cordial support and co-operation of the rank and file of pharmacy.

The pharmacist owes something to his calling, and this debt he can best pay by taking an active part in organization work. The State meetings have been, on the whole, well attended during the past year, and several of them have brought out good papers of technical value, while all have been of value in bringing together the pharmacists of each State. All pharmacists have much in common, and by active co-operation the druggists of each State may frequently be able to so shape State legislation as to bear less heavily on an already overtaxed calling.

The American Pharmaceutical Association has done much to aid in the upbuilding of American pharmacy, and deserves even more cordial support from the followers of pharmacy than it has heretofore received. The meeting which begins at Atlantic City on September 4 will offer an opportunity for the druggists of this section to take part in what promises to be a most enjoyable and profitable convention. As will be seen by the programme which appears below ample provision has been made both for the social and for the scientific aspects of the meeting, and all who attend will find themselves well repaid for the trouble and expense involved.

The programme of the meeting follows:

Monday, September 4—10 a.m., council meeting; 3 p.m., first general session; 8.30 p.m., reception to the visiting members.

Tuesday, September 5—10 a.m., second general session; 3 p.m., meeting of American Conference of Pharmaceutical Faculties; meeting of Association of Boards of Pharmacy; 8 p.m., session of the Section on Historical Pharmacy.

Wednesday, September 6—10 a.m., session of the Section on Pharmaceutical Education and Legislation; 3 p.m., session of the Section on Pharmaceutical Education and Legislation; 8 p.m., session of the Section on Scientific Papers.

Thursday, September 7—10 a.m., session of the Section on Scientific Papers; 3 p.m., session of the Section on Commercial Interests; 8 p.m., session of the Section on Practical Pharmacy and Dispensing.

Friday, September 8—10 a.m., session of the Section on Practical Pharmacy and Dispensing; 3 p.m., installation of officers; 8 p.m., lecture on radium, by Prof. Chas. Baskerville.

Saturday, September 9—10 a.m., final general session.

Monday, September 11, to Saturday, September 16, social sessions.

The chairman of the Section on Scientific Papers has been promised a number of valuable papers, and while the other sec-

tions have made no formal announcement as yet we are informed by several of the section officers that the outlook is bright for one of the most interesting meetings in the history of the organization.

The hotel selected as headquarters, the Isleworth, has made a specially low rate, and the railroads have made the regular fare and a third association rate for those attending.

All reputable pharmacists are urged to attend, and will be welcomed whether members or not.

#### McKesson & Robbins Reinstated by the N. A. R. D.

That the prolonged controversy between McKesson & Robbins, wholesale druggists of this city, and the Peruna Drug Mfg. Company has finally been settled will be welcome news to the drug trade generally. Owing to the prominence of the principal firms involved and the fact that the contract system had just been inaugurated here when the trouble arose unusual interest centered in the matter, and while the result is a complete victory for the Peruna Company and the N. A. R. D., its moral effect upon the movement for price regulation by the direct contract system is even more important.

As told in our news columns, the carload of Peruna—over which the controversy arose—shipped by McKesson & Robbins to C. H. Loveland, of Binghamton, but which he reshipped for John D. Park, Sons & Company, of Cincinnati, has been returned to the New York firm and the latter has remitted the cost of the goods to Loveland and paid him a substantial sum besides; the litigation has been discontinued and the name of McKesson & Robbins removed from the "cut-off" list.

Were any further proof of the sincerity of manufacturers in the direct contract movement necessary it has certainly been furnished by the Peruna Company in this instance. Furthermore, the outcome of the controversy will materially strengthen the serial numbering and contract plan in this section and elsewhere. McKesson & Robbins as well as other jobbers will no doubt profit by this costly experience and in the future will exercise more care in shipping contract goods.

Nothing but admiration can be expressed for the dignified, frank and friendly terms of the letter addressed to the National Association of Retail Druggists by McKesson & Robbins. The spirit of this letter, which we print in full in our news account of the affair in another column, is sure to find a ready response in the trade, and McKesson & Robbins emerge from the affair with no loss of prestige, but, on the contrary, with the heightened esteem of all who are familiar with the unfortunate controversy.

It is gratifying to know that the whole trouble is adjusted, but one feature of the settlement seems severe and unjust—namely, the fact that McKesson & Robbins have been compelled to pay such a large sum to bring about a settlement. An apology from them to the Peruna Company and to the N. A. R. D., with the imposition of a proper penalty, ought to have sufficed to adjust the trouble and to restore the local jobbing firm to its original status. Loveland's course in the whole matter, and particularly his demand of a cash consideration before he would consent to settle, cannot but be condemned by fair minded members of the trade. It is unfortunate that any jobbing house which stood ready to make all proper amends for its shortcomings should have been obliged, in self protection, to yield to demands of the kind made by Loveland. But the controversy is ended, and the lesson that it has taught will not soon be forgotten.

## THE NEW PHARMACOPOEIA.

After glancing through the new edition of the Pharmacopœia to become acquainted with its general make-up, typographical features and arrangement, the pharmacist naturally proceeds to familiarize himself with the changes in strength in the important official preparations. In his first glance over the pages of the volume he will note a large number of changes in titles, which are about evenly divided between changes in the official Latin and changes in the official English titles. The revisers of the work have successfully resisted pressure on the part of wordmongers, who would destroy the distinction in terms which now exists between the alkaloids and the glucosides, and the book has not departed from the almost universal practice of pharmacists and physicians by tolerating such forms of words as "oxid," "bromid," or "chlorid." A most sensible change in title on philological grounds is the adoption of the term "spirit of glyceryl trinitrate" in place of the former ridiculous title "spirit of glonoin," which was built up, we believe, of the first letters of the names of the constituents of nitroglycerin. Our pleasure at changes of this kind is marred in a slight degree only by the appearance of a word like "fluidextractum," the introduction of which was possibly prompted by the desire to separate alphabetically the solid from the fluid extracts. A change in nomenclature of special importance to pharmacists is that of gambir for the historic catechu, a preparation of

which finds place in the new Pharmacopœia under the title "tinctura gambir composita." Trade names, or, better, proprietary names, are not used anywhere throughout the work, and in mentioning synthetic chemicals it has become necessary to abbreviate the longer chemical names; thus "hexamethylenetetramine" is official under the title "hexamethylenamine." In trade literature this substance is known under a variety of names, ammonioformaldehyde, formin, urotropine and cystogen being among the commoner synonyms. It may be useful to note such other minor changes in nomenclature as the substitution of the more correct term hydrochloride for hydrochlorate, as applied to the hydrochloric acid salts of alkaloids; hydroxide takes the place of hydrate and valerianate has become valerate. The changes in strength of the more important official preparations are shown in the accompanying tables, which we copy from Bulletin No. 23 of the Hygienic Laboratory, U. S. Pub. Health and Mar. Hosp. Serv., Wash., pp. 62-66, a most excellent commentary on the new Pharmacopœia.

Some of the important changes in the strength of tinctures, which pharmacists generally would do well to impress upon physicians, are: (1) The increase in strength of tincture of strophanthus from 5 to 10 per cent.; (2) the reduction of the strength of tincture of aconite from 35 to 10 per cent.; (3) the reduction of the strength of tincture of veratrum from 40 to 10 per cent. These changes were pointed out in our preliminary review of the new Pharmacopœia in the AMERICAN DRUGGIST for July 10.

## CHANGES IN STRENGTH OF THE MORE IMPORTANT OFFICIAL PREPARATIONS.

## (a) Table of More Important Pharmacopœial Preparations, the Strength of Which Has Been Increased.

| Title.                                | Chief Constituent.   | Pharmacopœia, 1890.       | Eighth Decennial Revision.        |
|---------------------------------------|--|---------------------------|-----------------------------------|
| Acidum sulphuricum aromaticum.....    | H <sub>2</sub> SO <sub>4</sub> , by weight.....                  | About 18.5 per cent.....  | About 20 per cent.                |
| Alcohol.....                          | Absolute alcohol, by weight.....                                 | About 91 per cent.....    | About 92.3 per cent.              |
| Alcohol dilutum.....                  | Absolute alcohol, by weight.....                                 | About 41 per cent.....    | About 41.5 per cent.              |
| Caffeina citrata effervescens.....    | Citrated caffeine, by weight.....                                | 2 Gm. in 100 Gm.....      | 4 Gm. in 100 Gm.                  |
| Extractum opii.....                   | Morphine (cryst.), by weight.....                                | 18 per cent.....          | 20 per cent.                      |
| Liquor ferri et ammonii acetatis..... | Tincture of ferric chloride.....                                 | 2 Cc. in 100 Cc.....      | 4 Cc. in 100 Cc.                  |
| Liquor ferri tersulphatis.....        | Fe <sub>2</sub> (SO <sub>4</sub> ) <sub>3</sub> , by weight..... | 28.7 per cent.....        | 38 per cent.                      |
| Manganii dioxidum præcipitatum.....   | Manganese dioxide.....   | At least 66 per cent..... | At least 80 per cent.             |
| Oleum hydragryi.....                  | Yellow mercuric oxide, by weight.....                            | 20 per cent.....          | 25 per cent.                      |
| Tinctura aurantii dulcis.....         | Sweet orange peel.....   | 1 Gm. in 5 Cc.....        | 1 Gm. in 2 Cc.                    |
| Tinctura calumbæ.....                 | Calumba.....   | 1 Gm. in 10 Cc.....       | 1 Gm. in 5 Cc.                    |
| Tinctura cantharidis.....             | Cantharides.....   | 1 Gm. in 20 Cc.....       | 1 Gm. in 10 Cc.                   |
| Tinctura capsici.....                 | Capsicum.....  | 1 Gm. in 20 Cc.....       | 1 Gm. in 10 Cc.                   |
| Tinctura cardamomi.....               | Cardamom.....  | 1 Gm. in 10 Cc.....       | 1 Gm. in 5 Cc.                    |
| Tinctura cinnamomi.....               | Saigon cinnamon.....   | 1 Gm. in 10 Cc.....       | 1 Gm. in 5 Cc.                    |
| Tinctura quassia.....                 | Quassia.....   | 1 Gm. in 10 Cc.....       | 1 Gm. in 5 Cc.                    |
| Tinctura rhei.....                    | Rhubarb.....   | 1 Gm. in 10 Cc.....       | 1 Gm. in 5 Cc.                    |
| Tinctura serpentaria.....             | Serpentaria.....   | 1 Gm. in 10 Cc.....       | 1 Gm. in 5 Cc.                    |
| Tinctura strophanthi.....             | Strophanthus.....  | 1 Gm. in 20 Cc.....       | 1 Gm. in 10 Cc.                   |
| Tinctura toluana.....                 | Balsam of tolu.....  | 1 Gm. in 10 Cc.....       | 1 Gm. in 5 Cc.                    |
| Unguentum chrysarobini.....           | Chrysarobin, by weight.....                                      | About 5 per cent.....     | About 6 per cent.                 |
| Vinum ergotæ.....                     | Fluidextract ergot.....  | 1 Gm. in 6.67 Cc.....     | 1 Cc. fluidextract ergot in 5 Cc. |

## (b) Table of More Important Pharmacopœial Preparations, the Strength of Which Has Been Decreased.

| Title.                            | Chief Constituent.                           | Pharmacopœia, 1890.                  | Eighth Decennial Revision.                  |
|-----------------------------------|--|--------------------------------------|---|
| Calx chlorinata.....              | Available Cl, by weight.....                 | At least 35 per cent.....            | At least 30 per cent.                       |
| Jalap.....                        | Alcohol-soluble resin, by weight.....        | 12 per cent.....                     | At least 8 per cent.                        |
| Liquor ferri chloridi.....        | Ether-soluble resin, by weight.....          | Not more than 1.2 per cent.....      | Not more than 1.5 per cent.                 |
| Lithii citras effervescens.....   | Anhydrous FeCl <sub>3</sub> , by weight..... | 37.8 per cent.....                   | 29 per cent.                                |
| Opil pulvis.....                  | Lithium citrate, by weight.....              | About 17 per cent.....               | About 5 per cent.                           |
| Opium deodoratum.....             | Morphine (cryst.), by weight.....            | 13 to 15 per cent.....               | 12 to 12.5 per cent.                        |
| Potassii citras effervescens..... | Morphine (cryst.), by weight.....            | 13 to 15 per cent.....               | 12 to 12.5 per cent.                        |
| Spiritus frumenti.....            | Potassium citrate, by weight.....            | About 48 per cent.....               | About 20 per cent.                          |
| Suppositoria glycerini.....       | Absolute alcohol, by weight.....             | 44 to 50 per cent.....               | 37 to 47.5 per cent.                        |
| Syrupus ferri iodidi.....         | Glycerin (half their former size).....       | 6 Gm. each.....                      | 3 Gm. each.                                 |
| Tinctura aconiti.....             | Ferrous iodide, by weight.....               | About 10 per cent.....               | About 5 per cent.                           |
| Tinctura belladonna foliorum..... | Aconite.....                                 | 1 Gm. in 2.85 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura benzoini composita.....  | Belladonna leaves.....                       | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura cannabis indicæ.....     | Benzoin.....                                 | 1 Gm. in 8.33 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura colchici seminis.....    | Indian cannabis.....                         | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura digitalis.....           | Colchicum seed.....                          | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura ferri chloridi.....      | Digitalls.....                               | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura gambir composita.....    | Anhydrous FeCl <sub>3</sub> , by weight..... | 13.6 per cent.....                   | 13.28 per cent.                             |
| Tinctura gelsemii.....            | Gambir.....                                  | 1 Gm. in 10 Cc.....                  | 1 Gm. in 20 Cc.                             |
| Tinctura hyoscyami.....           | Gelsemium.....                               | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura kino.....                | Hyoscyamus.....                              | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura lobelia.....             | Kino.....                                    | 1 Gm. in 10 Cc.....                  | 1 Gm. in 20 Cc.                             |
| Tinctura opii.....                | Lobelia.....                                 | 1 Gm. in 5 Cc.....                   | 1 Gm. in 10 Cc.                             |
| Tinctura opii deodorata.....      | Morphine (cryst.), by weight.....            | 1.8 to 1.5 Gm. in 100 Cc.....        | 1.2 to 1.25 Gm. in 100 Cc.                  |
| Tinctura physostigmatis.....      | Morphine (cryst.), by weight.....            | 1.8 to 1.5 Gm. in 100 Cc.....        | 1.2 to 1.25 Gm. in 100 Cc.                  |
| Tinctura sanguinaria.....         | Physostigma.....                             | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura scilla.....              | Sanguinaria.....                             | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura stramonii.....           | Squill.....                                  | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Tinctura veratri.....             | Stramonium.....                              | 1 Gm. in 6.67 Cc.....                | 1 Gm. in 10 Cc.                             |
| Trochisci cubebæ.....             | Veratrum.....                                | 1 Gm. in 2.5 Cc.....                 | 1 Gm. in 10 Cc.                             |
| Unguentum phenolis.....           | Oleoresin of cubeb, by weight.....           | 0.04 Gm. in each.....                | 0.02 Gm. in each.                           |
| Unguentum sulphuris.....          | Phenol, by weight.....                       | About 5 per cent.....                | About 3 per cent.                           |
| Vinum album.....                  | Washed sulphur, by weight.....               | About 30 per cent.....               | About 15 per cent.                          |
| Vinum colchici seminis.....       | Absolute alcohol, by weight.....             | 10 to 14 per cent.....               | 7 to 12 per cent.                           |
| Vinum rubrum.....                 | Fluidextract colchicum seed.....             | 1 Gm. colchicum seed in 6.67 Cc..... | 1 Cc. fluidextract colchicum seed in 10 Cc. |



(c) Table of More Important Pharmacopœial Preparations, for Which a Standard Has Been Fixed, or Made More Definite.

| Title.                             | Chief Constituent.                            | Pharmacopœia, 1890.                | Eighth Decennial Revision.                                |
|------------------------------------|---|------------------------------------|---|
| Aconitum                           | Aconitine, by weight.                         | Standard not fixed.                | At least 0.5 per cent.                                    |
| Belladonna folia                   | Mydriatic alkaloids, by weight.               | Standard not fixed.                | At least 0.35 per cent.                                   |
| Belladonna radix                   | Mydriatic alkaloids, by weight.               | Standard not fixed.                | At least 0.5 per cent.                                    |
| Cinchona                           | Alkaloids, by weight.                         | At least 2.5 per cent. quinine.    | At least 4 per cent. ether-soluble alkaloids.             |
| Coca                               | Ether-soluble alkaloids, by weight.           | Standard not fixed.                | At least 0.5 per cent.                                    |
| Colchici cormus                    | Colchicine, by weight.                        | Standard not fixed.                | At least 0.35 per cent.                                   |
| Colchici semen                     | Colchicine, by weight.                        | Standard not fixed.                | At least 0.55 per cent.                                   |
| Conium                             | Conine, by weight.                            | Standard not fixed.                | At least 0.5 per cent.                                    |
| Emplastrum belladonnae             | Mydriatic alkaloids, by weight.               | Standard not fixed.                | Not less than 0.38 per cent. nor more than 0.42 per cent. |
| Extractum belladonnae              | Mydriatic alkaloids, by weight.               | Standard not fixed.                | 1.4 per cent.   |
| Extractum colchici cormi           | Colchicine, by weight.                        | Standard not fixed.                | 1.4 per cent.   |
| Extractum hyoscyami                | Mydriatic alkaloids, by weight.               | Standard not fixed.                | 0.3 per cent.   |
| Extractum nucis vomice             | Strychnine, by weight.                        | 15 per cent. total alkaloids.      | 5 per cent.   |
| Extractum physostigmatis           | Ether-soluble alkaloids, by weight.           | Standard not fixed.                | 2 per cent.   |
| Extractum stramonii                | Mydriatic alkaloids, by weight.               | Standard not fixed.                | 1.4 per cent.   |
| Fluidextractum aconiti             | Aconitine, by weight.                         | Standard not fixed.                | 0.4 Gm. in 100 Cc.  |
| Fluidextractum belladonnae radices | Mydriatic alkaloids, by weight.               | Standard not fixed.                | 0.5 Gm. in 100 Cc.  |
| Fluidextractum cinchonae           | Anhydrous ether-soluble alkaloids, by weight. | Standard not fixed.                | 4 Gm. in 100 Cc.  |
| Fluidextractum cocae               | Ether-soluble alkaloids, by weight.           | Standard not fixed.                | 5 Gm. in 100 Cc.  |
| Fluidextractum colchici seminis    | Colchicine, by weight.                        | Standard not fixed.                | 0.5 Gm. in 100 Cc.  |
| Fluidextractum conii               | Conine, by weight.                            | Standard not fixed.                | 0.45 Gm. in 100 Cc.                                       |
| Fluidextractum guaranæ             | Alkaloids, by weight.                         | Standard not fixed.                | 3.5 Gm. in 100 Cc.  |
| Fluidextractum hydrastis           | Hydrastine, by weight.                        | Standard not fixed.                | 2 Gm. in 100 Cc.  |
| Fluidextractum hyoscyami           | Mydriatic alkaloids, by weight.               | Standard not fixed.                | 0.075 Gm. in 100 Cc.                                      |
| Fluidextractum ipecacuanhæ         | Alkaloids, by weight.                         | Standard not fixed.                | 1.75 Gm. in 100 Cc.                                       |
| Fluidextractum nucis vomice        | Strychnine, by weight.                        | 1.5 Gm. total alkaloids in 100 Cc. | 1 Gm. in 100 Cc.  |
| Fluidextractum pilocarpi           | Alkaloids, by weight.                         | Standard not fixed.                | 0.4 Gm. in 100 Cc.  |
| Fluidextractum stramonii           | Mydriatic alkaloids, by weight.               | Standard not fixed.                | 0.35 Gm. in 100 Cc.                                       |
| Guarana                            | Alkaloids, by weight.                         | Standard not fixed.                | At least 3.5 per cent.                                    |
| Hydrastis                          | Hydrastine, by weight.                        | Standard not fixed.                | At least 2.5 per cent.                                    |
| Hyoscyamus                         | Mydriatic alkaloids, by weight.               | Standard not fixed.                | At least 0.08 per cent.                                   |
| Ipecacuanha                        | Alkaloids, by weight.                         | Standard not fixed.                | At least 2 per cent.                                      |
| Jalap                              | Alcohol-soluble resin, by weight.             | 12 per cent.                       | At least 8 per cent.                                      |
| Nux vomica                         | Ether-soluble resin, by weight.               | Not more than 1.2 per cent.        | Not more than 1.5 per cent.                               |
| Oleum amygdalæ amaræ               | Strychnine, by weight.                        | Standard not fixed.                | At least 1.25 per cent.                                   |
| Oleum cajuputi                     | Benzaldehyde, by weight.                      | Standard not fixed.                | At least 85 per cent.                                     |
| Oleum caryophylli                  | Hydrocyanic acid, by weight.                  | Standard not fixed.                | 2 to 4 per cent.  |
| Oleum cinnamomi                    | Cineol, by volume.                            | Standard not fixed.                | At least 55 per cent.                                     |
| Oleum eucalypti                    | Eugenol, by volume.                           | Standard not fixed.                | At least 80 per cent.                                     |
| Oleum limonis                      | Cinnamic aldehyde, by volume.                 | Standard not fixed.                | At least 75 per cent.                                     |
| Oleum menthae piperitæ             | Cineol, by volume.                            | Standard not fixed.                | At least 50 per cent.                                     |
| Oleum pimentæ                      | Menthyl acetate, by weight.                   | Standard not fixed.                | At least 4 per cent.                                      |
| Oleum rosmarini                    | Total menthol, by weight.                     | Standard not fixed.                | At least 8 per cent.                                      |
| Oleum santali                      | Eugenol, by volume.                           | Standard not fixed.                | At least 50 per cent.                                     |
| Oleum thymi                        | Bornyl acetate, by weight.                    | Standard not fixed.                | At least 65 per cent.                                     |
| Pancreatinum                       | Total borneol, by weight.                     | Standard not fixed.                | At least 5 per cent.                                      |
| Physostigma                        | Santalol, by weight.                          | Standard not fixed.                | At least 15 per cent.                                     |
| Pilocarpus                         | Phenols, by volume.                           | Standard not fixed.                | At least 90 per cent.                                     |
| Stramonium                         | Standard not fixed.                           | Standard not fixed.                | At least 20 per cent.                                     |
| Tinctura aconiti                   | 1 part digests at least 25 parts of starch.   | Standard not fixed.                | At least 0.15 per cent.                                   |
| Tinctura belladonna foliorum       | Ether-soluble alkaloids, by weight.           | Standard not fixed.                | At least 0.5 per cent.                                    |
| Tinctura colchici seminis          | Alkaloids, by weight.                         | Standard not fixed.                | At least 0.35 per cent.                                   |
| Tinctura hydrastis                 | Mydriatic alkaloids, by weight.               | Standard not fixed.                | At least 0.045 Gm. in 100 Cc.                             |
| Tinctura hyoscyami                 | Conitine, by weight.                          | Standard not fixed.                | 0.035 Gm. in 100 Cc.                                      |
| Tinctura nucis vomice              | Mydriatic alkaloids, by weight.               | Standard not fixed.                | 0.05 Gm. in 100 Cc.                                       |
| Tinctura physostigmatis            | Hydrastine, by weight.                        | Standard not fixed.                | 0.4 Gm. in 100 Cc.  |
| Tinctura stramonii                 | Mydriatic alkaloids, by weight.               | Standard not fixed.                | 0.007 Gm. in 100 Cc.                                      |
| Tinctura yohimbi                   | Strychnine, by weight.                        | 0.3 Gm. total alkaloids in 100 Cc. | 0.1 Gm. strychnine in 100 Cc.                             |
| Tinctura yuccæ                     | Ether-soluble alkaloids, by weight.           | Standard not fixed.                | 0.014 Gm. in 100 Cc.                                      |

Important among the additions to the Pharmacopœia are a number of patented synthetic chemicals on which the patent restrictions have expired or will shortly expire. The names of these with their common synonyms follow:

|                      |              |
|----------------------|--------------|
| Acetphenetidinum     | Phenacetin.  |
| Aethylis carbamas    | Urethane.    |
| Antipyrina           | Antipyrine.  |
| Benzosulphinidum     | Saccharin.   |
| Chloralformamidum    | Chloralamid. |
| Gualacolis carbonas  | Duotal.      |
| Hexamethylenamina    | Urotropine.  |
| Iodolum              | Iodol.       |
| Sulphonethylmethanum | Trional.     |
| Sulphonmethanum      | Sulphonal.   |
| Thymolis ioddum      | Aristol.     |
| Vanillinum           | Vanillin.    |

The principle of standardization receives more extended recognition in the new Pharmacopœia and a large number of assay processes for important drugs of vegetable origin are given. A minimum degree of purity has been fixed by the adoption of purity standard requirements, which immediately precede the official descriptions of drugs or preparations and are printed in large type. It is provided in the preface that "the standards of purity and strength prescribed in the text of this Pharmacopœia are intended to apply to substances which are used solely for medicinal purposes and when (*sic*) professedly bought, sold or dispensed as such."

The introduction of average approximate doses will be welcomed by both pharmacists and physicians. The conservative position has been taken of throwing the responsibility of deciding the dose upon the physician, which is a protection for the pharmacist. This is covered in the preface to the work by the statement "that neither this convention nor the Com-

mittee of Revision created by it intends to have these doses regarded as obligatory on the physician or as forbidding him to exceed them whenever in his judgment this seems advisable."

The amounts are stated both in the ordinary systems of weights and measures and in the terms of the metric system.

The lists of articles added to and dismissed from the Pharmacopœia follow. It should be noted that compound tincture of catechu is now designated compound tincture of gambir:

## ARTICLES ADDED.

Acetonum, acetphenetidinum, acidum camphoricum, acidum hydriodicum dilutum, acidum hypophosphorum, acidum trichloraceticum, aconitina, adeps lanæ, æthylis carbamas, æthylis chloridum, ammonii salicylas, antipyrina, aqua hamamelidis, aquæ, benzaldehydum, benzinum purificatum, benzosulphinidum, berberis, bismuthi subgallas, bismuthi subsalicylas, bromoformum, cataplasma kaolini, ceratum resinæ compositum, chloralformamidum, cinnaldehydum, cocaina, codeinæ phosphas, codeinæ sulphas, colchicina, cresol, elixir adjuvans, elixir ferri, quininæ et strychninæ phosphatum, emplastrum adhæsivum, emulsum olei morrhuæ, emulsum olei morrhuæ cum hypophosphitibus, emulsum olei terebinthinæ, eugenol, extractum malti, extractum rhamni purshianæ, extractum scopolæ, extractum stramonii, extractum sumbul, fluidextractum berberidis, fluidextractum euonymi, fluidextractum granati, fluidextractum lobellæ (acetic acid menstruum), fluidextractum quercus, fluidextractum quillajæ, fluidextractum rhamni purshianæ aromaticum, fluidextractum sanguinariæ (acetic acid menstruum), fluidextractum scillæ (acetic acid menstruum), fluidextractum scopolæ, fluidextractum staphisagriæ, fluidextractum stramonii, fluidextractum sumbul, gambir, gelatinum, gelatinum glycerinatum, glandulæ suprarenales siccæ, glandulæ thyroideæ siccæ,

glyceritum ferri, quininæ et strychninæ phosphatum, guaiacol, guaiacolis carbonas, hamamelidis cortex, hexamethylenamina, homatropinæ hydrobromidum, hydrastina, iodolum, kaolinum, liquor antisepticus, liquor cresolis compositus, liquor formaldehydi, liquor sodii phosphatis compositus, magnesi sulphas effervescens, maltum, mangani hypophosphis, methylthioninæ hydrochloridum, oleatum atropinæ, oleatum cocainæ, oleatum quininæ, opium granulatum, paraffinum, pelletierinæ tannas, petrolatum album, phenol liquefactum, pilocarpinæ nitras, pilulæ laxativæ compositæ, pilulæ podophylli, belladonnæ et capsici, pulvis acetanilidi compositus, quininæ salicylas, sabal, safrolum, scopola, scopolaminæ hydrobromidum, serum antidiphthericum, sodii arsenas exsiccatus, sodii carbonas monohydratus, sodii citras, sodii phosphas effervescens, sodii phosphas exsiccatus, strontii salicylas, strophanthinum, strychninæ nitras, sulphonethylnmethanum, sulphonmethanum, syrupus hypophosphitum compositus, talcum, talcum purificatum, thymolis ididum, tinctura gambir composita, tinctura limonis corticis, tinctura stramonii, trochisci gambir, unguentum acidi borici, unguentum hydrargyri dilutum, unguentum stramonii (leaf), unguentum zinci stearatis, vanillinum, vinum cocæ, zinc phenolsulphonas, zinci stearas.

## ARTICLES DISMISSED.

Absinthium, acidum carbolicum crudum, alcohol deodoratum, allium, ammoniacum, ammonii nitras, antimonii oxidum, antimonii sulphidum, antimonii sulphidum purificatum, antimonium sulphuratum, argenti iodidum, arnicæ radix, asclepias, aspidosperma, barii dioxidum, bryonia, cascarilla, castanea, caulophyllum, ceratum cetacel, cetraria, charta potassii nitratis, chelidonium, chenopodium, cinchonina, cinnamomum cassia, crocus, decoctum cetrariæ, decoctum sarsaparillæ compositum, dulcamara, elixir phosphori, emplastrum ammoniaci cum hydrargyro, emplastrum arnicæ, emplastrum ferri, emplastrum ichthyocollæ, emplastrum picis burgundicæ, emplastrum picis cantharidatum, emplastrum resinæ, emulsum ammoniaci, extractum aconiti, extractum arnicæ radicle, extractum arnicæ radicle fluidum, extractum asclepiadis, extractum aspidospermatis, extractum castaneæ, extractum cinchonæ, extractum colchici radicle fluidum, extractum conii, extractum cusso fluidum, extractum dulcamaræ fluidum, extractum gossypii radicle fluidum, extractum iridis, extractum iridis fluidum, extractum jalapæ, extractum juglandis, extractum lobeliæ fluidum (hydro-alcoholic menstruum), extractum menispermii fluidum, extractum podophylli, extractum rumicis fluidum, extractum sanguinarie fluidum (hydro-alcoholic menstruum), extractum scillæ fluidum (hydro-alcoholic menstruum), extractum scoparii fluidum, extractum stramonii seminis, extractum stramonii seminis fluidum, extractum uvæ ursi, ferri iodidum saccharatum, ferri lactas, ferri valerianæ, glyceritum vitelli guaiaci lignum, hydrargyri cyanidum, hydrargyri subsulphas flavus, ichthyocolla, illicium, infusum cinchonæ, inula, iris, juglans, kamala, linimentum sinapis compositum, liquor ferri acetatis, liquor ferri citratis, liquor ferri nitratis, liquor sodii silicatis, macis, magnesi citras effervescens, massa copalibæ, melissa, menispermum, oleatum zinci, oleum aurantii florum, oleum bergamottæ, oleum myrciæ, oleum phosphoratum, oleum sesami, pepsinum saccharatum, phytolacæ fructus, picrotoxinum, pilulæ aloes et asafœtidæ, pilulæ antimonii compositæ, pilulæ rhei, pix burgundica, plumbi carbonas, potassa cum calce, potassa sulphurata, pulsatilla, pulvis antimonialis, quindinæ sulphas, quininæ valerianæ, resina copalibæ, rhus toxicodendron, rosa centifolia, rubus idæus, rumex, sambucus, sodii carbonas, sodii carbonas exsiccatus, spiritus aurantii, spiritus limonis, spiritus myrciæ, spiritus phosphori, stramonii semen, strontii lactas, syrupus aillii, syrupus althææ, syrupus hypophosphitum cum ferro, syrupus rubi idæi, tabacum, tanacetum, tinctura arnicæ radicle, tinctura bryoniæ, tinctura chiritæ, tinctura croci, tinctura cubebæ, tinctura humuli, tinctura matico, tinctura rhei dulcis, tinctura stramonii seminis, tinctura sumbul, trochisci catechu, trochisci chetæ, trochisci ferri, trochisci ipecacuanhæ, trochisci menthæ piperitæ, trochisci morphinæ et ipecacuanhæ, trochisci zingiberis, unguentum plumbi carbonatis, unguentum plumbi iodidi, unguentum stramonii (seed), vinum colchici radicle, vitellus, zinci phosphidum.

Absinthium, that historic landmark of nearly all pharmacopœias, is conspicuous by its absence from the eighth decennial revision, for the work begins with acacia and ends at zingiber. Pages 517 to 636, inclusive, are taken up with formulas and lists of test solutions, reagents, indicators, saturation tables and a valuable list of the elements and principal pharmacopœial chemicals, with their molecular weights and a table of multiples.

The work is a decided improvement over its predecessors and the Committee of Revision is deserving of the gratitude of American pharmacists for the painstaking labor which has gone to the production of what must be considered a monument to American pharmacy. The publishers, too, are entitled to a meed of praise, for the mechanical features of the book represent a model of typographical excellence, type, print, paper and binding all being worthy of the book itself, which is saying a great deal.

## TROUBLE WITH THE SHEEPBOUND COPIES OF THE PHARMACOPŒIA.

Dr. M. G. Motter, secretary of the Board of Trustees of the Pharmacopœial Convention, advises us that difficulty has been encountered with the sheepbound copies of the Pharmacopœia in putting them through the press and bindery. It should be known that binding in sheep is a much longer process than binding in cloth, due to the fact that it takes a longer time for the leather, which must be soaked with paste, to dry out. If sheep copies be delivered before they be thoroughly dried under pressure the covers will always "flare"; they should really have three weeks to dry, but this is practically impossible, owing to the urgent demand. With the copies bound in full flexible leather there is less difficulty; this binding is much more durable and, for use on the prescription counter, much more convenient; they are built to "stay put." Every one knows how exasperating it is to have a reference book shut up like a clasp knife in your face! While the flexible binding costs a little more, it will outlast the others and so be cheaper in the end.

It makes no difference to the Committee of Revision which binding is sold; the increased price simply covers the increased cost, but the committee is desirous that the book give satisfaction in every particular.

## The Latin of the New Pharmacopœia.

The new Latin of the United States Pharmacopœia is necessarily one of the first features to strike the reader. There are many eminent philologists in America, and the Pharmacopœia revisers have probably had the advice of some of these, so that it will not be safe to be too keenly critical, but "fluid-extractum" can hardly be Augustan. We may expect "unified-statesum" next. A single word to represent the class of galenicals is perhaps a desideratum, but the nation which has invented "vaseline," "tabloid" and "liquizone" need not have been floored by such a simple problem. "Emulsum" for "emulsio" may or may not be quite new just now; it is, at all events, a recent, and I think a regrettable, change. "Emulsio" was a medical Latin substantive, coined in orthodox fashion from the verb *emulgere*, to milk out, past participle *emulsus*. It was first used to describe the milk of almonds, milked out from the blanched almonds. In what respect "emulsio" is not satisfactory does not appear. "Hydroxide" for "hydrate" is scientifically justifiable, and "valerate" for "valerianate" follows French custom, though it is perhaps a sacrifice of historical accuracy to brevity. "Gambir" for the more usual English "gambler" cannot be complained of, especially as it is the form adopted in both French and German. With antipyrina recognized it is not easy to see why sulphonal and trional should not have been Latinized more simply than under the pedantic barbarisms of "sulphonmethanum" and "sulphonethylnmethanum." "Manganum" is better than "manganesium," especially because it more clearly distinguishes the element from magnesium, but the abbreviation of ipecacuanha to "ipecac," common and convenient as it is in commerce and conversation, ought not to be encouraged in a book of authority, for historic reasons.—XRAYSER in *Chemist and Druggist* for July 15.

(Written for the American Druggist.)

## THE PHARMACOGNOSY OF THE NEW PHARMACOPOEIA.

BY PROF. L. E. SAYRE.

Dean of the School of Pharmacy of the University of Kansas, Lawrence, Kan.

The descriptions of crude or unprepared drugs of the vegetable kingdom occupy a fair share of the space of the eighth decennial revision of the Pharmacopœia, and the material included in this space will doubtless greatly interest those devoted to the progress of botany and pharmacognosy. From the point of view of one who has been most deeply and personally interested in this revision, it seems unfortunate that the revised text should not show the excellent work of the chairman of the subcommittee who had this subject in charge. It is difficult for any one not familiar with the work to conceive the difficulty of condensing complete descriptions of drugs into a small space. If one should try to make a complete description of each drug—a description that would include their microscopical and macroscopical characters, occupying on an average a whole page of the Pharmacopœia—and then should try to condense all this material into the space of a few lines, he would be able to appreciate the task that has been accomplished by Professor Kraemer, to whom we are indebted for the major part of this excellent work. It is unfortunate that space in the U. S. P. would not admit of any lengthy microscopical description of drugs, but it is well to note that an entering wedge has been made for these descriptions in a very few cases—descriptions requiring the use of the compound microscope for their verification, an entirely new departure. Scattered here and there in the text of the Pharmacopœia are found such statements as this under *Althæa*:

The powder contains rosette-shaped crystals of calcium oxalate, about 0.025 Mm. in diameter, and ellipsoidal starch grains from 0.010 to 0.020 Mm. in diameter.

The measurement of the official (corn) starch is stated as from about 0.010 to 0.025 Mm. in diameter, but these are usually polygonal grains. In elm bark there are noted a few nearly spherical starch grains measuring from 0.005 to 0.0010 Mm. in diameter. We frequently hear the statement that lycopodium consists of the pollen of *lycopodium clavatum*. The Pharmacopœia states that these microscopical elements are tetrahedral spores, from 0.025 to 0.040 Mm. in diameter, and are multicellular; and that the microscope should reveal neither pollen nor starch grains.

In the case of sinapis (both black and white mustard seed) and in flaxseed, the presence of starch, while admitted, is not revealed by the microscope. In these cases a "limit test" for starch is given, which in the case of the mustards reads as follows:

If 1 Gm. of the powder be exhausted by slow percolation with alcohol and the mass mixed with 200 Cc. of water and heated to boiling, and if, after cooling, sufficient cold water be added to make the mixture measure 1000 Cc., the addition of 4 Cc. of tenth-normal iodine V. S. should not produce a dark blue color.

In the case of flaxseed the limit test is substantially the same, but varies from the former, as will be seen: "If 1 Gm. of ground linseed be mixed with 20 Cc. of water and the mixture heated to boiling, then cooled and diluted with cold water to 100 Cc., the addition of 0.5 Cc. of iodine T. S. should not produce more than a pale blue color."

It is seldom we find described in the text of the Pharmacopœia any anatomical structures where the compound microscope is necessary for verification. A phrase here and there is employed; more of them might have been injected into the text to the advantage of U. S. P. As an example of such phrases we may cite the cases of *viburnum opulus* and *viburnum prunifolium*. Under *V. opulus* it is stated that transverse sections of the bark show several bands of bast fibers; while in the case of the *prunifolium* the statement is met that the cross sections show groups of stone cells. These elements are satisfactorily distinguishable only by the aid of a one-inch (better by a one-fifth) objective.

Those who are especially interested in the anatomical structure of vegetable drugs will doubtless regret that the subject was not given more space in the new Pharmacopœia. It will

be conceded that the German Pharmacopœia and the French Codex devote somewhat more attention to this department.

If the minute description of one drug, such as would be recognizable in the powder, were admitted, then all the others should have proportionately the same detail. If such detail were uniformly allowed the pages of the U. S. P. would be unduly enlarged. Worse than this, the drug trade or the greater body of pharmacists would regard such a procedure as a waste of time on the part of the committee and of printer's ink. The Pharmacopœia above all things should keep in touch with the pharmacists, and in an attempt to lead should not get so far in advance—so far away—as to make a cordial union impossible.

The value of chemical assay, as a means of establishing uniformity in connection with potent drugs, is recognized, and is of especial interest to the pharmacognosist. It is therefore gratifying to note that there are 21 different assays in connection with crude drugs. These are as follows:

Aconite, 0.05 per cent. of aconitine; belladonna leaves, 0.35 per cent. of mydriatic alkaloids; belladonna root, 0.5 per cent. of mydriatic alkaloids; cinchona, 5 per cent. of total anhydrous cinchona alkaloids and at least 4 per cent. of anhydrous ether-soluble alkaloids (that is, four-fifths of the total alkaloids should be ether-soluble); red cinchona, 5 per cent. of anhydrous cinchona alkaloids; coca, 0.5 per cent. of ether-soluble alkaloids; colchicum corm, 0.35 per cent. of colchicine; colchicum seed, 0.55 per cent. of colchicine; conium, 0.5 per cent. of conine; guarana, 3.5 per cent. of its alkaloidal principles; hydrastis, 2.5 per cent. of hydrastine; hyoscyamus, 0.68 per cent. of mydriatic alkaloids; ipecac, 2 per cent. of ipecac alkaloids; jalap, 8 per cent. of total resin, but not more than 1.5 per cent. of resin soluble in ether (that is, three-tenths of the total may be ether-soluble); nux vomica, 1.25 per cent. of strychnine; opium, 9 per cent. of crystallized morphine; deodorized opium 12 to 12.5 per cent. of crystallized morphine; powdered opium, same as deodorized opium; physostigma, 0.15 per cent. of alkaloids soluble in ether; pilocarpus, 0.5 per cent. of alkaloids; scopola, 0.5 per cent. of its alkaloids; stramonium 0.35 per cent. of mydriatic alkaloids.

(To be continued.)

TRAGACANTH AND ACACIA: COMPARATIVE VISCOSITY OF THE SIMPLE AND MIXED MUCILAGES.<sup>1</sup>

BY EDMUND WHITE, B.Sc., F.I.C.

In making up a formula for a mucilage containing tragacanth and gum acacia it was noticed that the finished product was much less viscous than might have been expected from the proportions of the two gums present. As the formula contained several other ingredients it was at first supposed that one or other of these must have contributed to the result. It was, however, found by experiment that if mucilage of tragacanth be mixed with water and mucilage of acacia respectively the mixed mucilages are thinner than the corresponding mixture of tragacanth mucilage and water. The result was rather surprising, and no mention could be found of the fact in any of the text books of materia medica, pharmacy or pharmacognosy.

I have also asked several pharmacists of large experience whether they have observed this phenomenon, and while none of them appeared to be familiar with it several could recall similar results which had been attributed to other causes. The matter appears to be of some importance in relation to dispensing, especially in the case of compound tragacanth powder when used as a suspending agent in mixtures, and in the use of mixtures of tragacanth and acacia used in making emulsions. With other gums, like ghatti, which form glairy or viscous mucilages, the same result does not appear to be obtained.

The cause of the reaction is very obscure, and as my experience was only gained a few weeks before the date of this meeting, I am only able to record the facts as above stated. Perhaps some one present will be able to suggest an explanation, but if none is forthcoming it appears to be a problem which could very well be placed on the research list of the conference.

<sup>1</sup> Presented at the Brighton meeting of the British Pharmaceutical Conference, July, 1905.

A BRIEF HISTORICAL SKETCH OF SYNTHETIC REMEDIES AND THEIR MANUFACTURE.<sup>1</sup>

BY WM. JAY SCHIEFFELIN, PH.D.,  
New York.

As early as 1541 Paracelsus announced that ether possessed sleep producing properties, yet 300 years passed before its use as an anæsthetic in surgical operations was suggested by the Americans Jackson and Morton.

Chloroform was discovered in 1831 by Samuel Guthrie in America and about the same time by Soubelran in France and by Liebig in Germany; its use as an anæsthetic followed soon after that of ether.

Liebig made chloral hydrate in 1831, and in 1869 Liebreich described its valuable hypnotic power.

Iodoform was first made by Serullas in 1832, and although in 1836 it was known to possess therapeutic properties its extended use as a wound dressing only began in 1880.

Koenig in 1882 introduced kairin (oxychinolin ethyl hydride), the first synthetic substitute for quinine. While this was soon superseded by antipyrine and phenacetin, its introduction is of historic interest as marking the beginning of the era of modern synthetics.

Since Graebe and Liebermann succeeded in forming artificial alizarin in 1868 the manufacture of aniline dyes had grown to enormous proportions and a great number of chemists were engaged in building up a variety of derivatives from the products of the distillation of coal tar. Upon the introduction of kairin these chemists turned their attention to pharmaceuticals and had every new derivative tested physiologically, with the result that scores, and before long hundreds, of new remedies were urged upon the medical profession, antipyretics and analgesics, antirheumatics and diuretics, anæsthetics and hypnotics, mydriatics and tonics, alteratives and sedatives, disinfectants and parasiticides, astringents and obtundents. In 20 years probably 2,000 have appeared, of which perhaps 1 per cent. will prove permanent additions to the materia medica. Until a remedy has had extended use for ten years it must be regarded as in the experimental stage.

Organic chemistry was more advanced in Germany than in France, England or America; hence nearly all the synthetic remedies came from the German laboratories. Much ridicule of American methods of synthesis was caused by the appearance of a number of mixtures having acetanilid as the chief ingredient, which were proclaimed as new chemical compounds and great American discoveries. Nearly all of these imitation synthetics have disappeared, and it is a reproach to us that any have survived, for there can be no denying that to launch a product by a misrepresentation is disreputable.

The true synthetic remedies, representing the various classes of carbon compounds, involve in their manufacture the processes and methods of the organic laboratory, which may be summarized as follows:

**Chemically:** Esterification, saponification, condensation, halogenation, nitration, diazotation, sulphonation, oxidation and reduction.

**Physically:** Solution, decolorization, filtration, crystallization, distillation, sublimation, extraction, evaporation, agitation, desiccation, fusion and heating under pressure.

The apparatus for carrying out these operations on a large scale requires the highest skill of engineers for design and large investment of capital for construction. The materials employed for acid proof vessels are glass, porcelain, earthen ware, enameled iron, chemical lead, bronze, white alloy and asphalted or tarred wood.

The mechanical aids include pumps, compressors, pulverizers, conveyors, centrifugal separators, blowers, fans, injectors, stirrers, vacuum stills, dryers, autoclaves and constant temperature baths.

The rotary pumps used in dredging sand have astonishing power and capacity and by their aid heavy precipitates can be transferred as readily as fluids.

Autoclaves of 500 liters capacity, lined with acid proof ma-

terial, with high temperature jackets, permit the thorough stirring of their contents when under a pressure of 60 atmospheres.

The paper then gives the reactions for the formation of the synthetics admitted into the new United States Pharmacopœia: Acetanilid, antipyrine, bromoform, chloralformamide, hexamethylenetetramine, methylene blue, phenacetin, saccharin, sulphonal, trional, urethane and vanillin.

In conclusion it is predicted that the future will see other potent and valuable synthetic remedies produced, and if the chemist cannot create new substances to supersede morphine, quinine and cocaine, he will probably make these alkaloids synthetically and also animal products like adrenalin.

LIST OF SYNTHETICS FOR WHICH THERE IS A DEMAND OF AT LEAST 1,000 OUNCES PER YEAR, WITH CHEMICAL SYNONYMS. THEIR MEDICAL USE IS INDICATED AS FOLLOWS:

|   |                   |                   |
|---|-------------------|-------------------|
| I Alterative.   | VII Astringent.   | XIII Obtundent.   |
| II Anæsthetic.  | VIII Cicatrizant. | XIV Parasiticide. |
| III Analgetic.  | IX Diuretic.      | XV Sedative.      |
| IV Antipyretic.   | X Disinfectant.   | XVI Tonic.        |
| V Antirheumatic.  | XI Hypnotic.      | XVII Laxative.    |
| VI Antiseptic.  | XII Mydriatic.    |                   |
| Acetal, Ethyliden diethylic ether.  | IX.               |                   |
| Acetanilid, Phenyl acet amid.   | IV.               |                   |
| Agathin, Salicyl alpha methyl phenyl hydrazone.   | V.                |                   |
| Alumol, Beta naphthol disulfonate of aluminum.  | VII.              |                   |
| Antipyrine, Dimethyl phenyl pyrazolon.  | IV.               |                   |
| Antithermine, Phenyl hydrazine levulinic acid.  | IV.               |                   |
| Antitussin, Di fluor di phenyl.   | XV.               |                   |
| Apolyalin, Monophenetidin citric acid.  | IV.               |                   |
| Argentamine, Ethylene diamine silver phosphate.   | VI.               |                   |
| Aristol, Dithymol iodide.   | VI.               |                   |
| Aristochin, Neutral carbonic ester of quinine.  | IV.               |                   |
| Asaprol, Betanaphthol alpha mono sulfonate of calcium.                                  | V.                |                   |
| Aseptol, Ortho phenol sulfonic acid.  | VI.               |                   |
| Aspirin, Acetyl salicylic acid.   | V.                |                   |
| Atoxyl, Anilid of meta arsenic acid.  | IV.               |                   |
| Alpha Eucaine, Benzoyl methyl tetra methyl gamma oxy piperidin carboxylic methyl ester. | II.               |                   |
| Beta Eucaine, Hydrochlorate of alpha Eucaine.   | II.               |                   |
| Beta Naphtol.   | VI.               |                   |
| Benzo Naphtol, Benzoyl beta naphtol.  | VI.               |                   |
| Benzosol, Gualacol benzoate.  | VI.               |                   |
| Betol, Salicylic naphtyl ether.   | V.                |                   |
| Bismutose, Bismuth albuminate.  | VI.               |                   |
| Bromoform, Tri brommethane.   | XV.               |                   |
| Butyl chloral hydrate.  | XI.               |                   |
| Bromalin, Hexamethylenetetramin brom ethylate.  | XV.               |                   |
| Chloral hydrate.  | XI.               |                   |
| Chloralamid, Chloral formamide.   | XI.               |                   |
| Chloroform, Trichlormethane.  | II.               |                   |
| Chinosol, Oxy chinolin sulfonate of potassium.  | VII.              |                   |
| Chinotropin, Urotropin quinate.   | IX.               |                   |
| Citarin, Anhydro methylene citrate of sodium.   | V.                |                   |
| Citrophen, Condensation of 3 para phenetidins and citric acid.                          | IV.               |                   |
| Dermatol, Subgallate of bismuth.  | VI.               |                   |
| Dionin, Mono ethyl morphine hydrochlorate.  | XV.               |                   |
| Diuretin, Sodio theobromin salicylate.  | IX.               |                   |
| Eosote, Creosote valerate.  | X.                |                   |
| Epicarlin, Beta oxynaphtyl ortho oxy metatoluylic acid.                                 | XIV.              |                   |
| Ether, Ethyl oxide.   | II.               |                   |
| Ethyl Chloride, Mono chlorethane.   | II.               |                   |
| Ethyl nitrite.  | III.              |                   |
| Europhen, di isobutyl cresol iodide.  | VIII.             |                   |
| Eugallol, Pyrogallol monoacetate.   | XIV.              |                   |
| Eucaine, see Alpha Eucaine.   |                   |                   |
| Eudoxine, Bismuth nosophen.   | VI.               |                   |
| Euphthalmine, Hydrochlorate of methyl vinyl di acetone, alkaline phenylglycol lyl.      | XII.              |                   |
| Euphorine, Phenyl urethane.   | IV.               |                   |
| Euquinine, Ethyl carbonic ester of quinine.   | IV.               |                   |
| Exalgine, Methyl acetanilid.  | III.              |                   |
| Formaldehyde, Formic aldehyde.  | VI.               |                   |
| Geosote, Gualacol valerianate.  | V.                |                   |
| Gualacol Carbonate, Di gualacol ester of carbonic acid.                                 | V.                |                   |
| Hedonal, Methyl propyl carbinol urethane.   | XI.               |                   |
| Helmitol, Hexamethylene tetramin anhydro methylene citrate.                             | IX.               |                   |
| Heroin, Di acetic acid ester of morphine.   | XV.               |                   |
| Holocain, Para di ethoxy ethenyl diphenyl amidin hydrochloride.                         | II.               |                   |
| Hypnal, Mono chloral antipyrine.  | XI.               |                   |
| Hypnon, Acetophenon.  | XI.               |                   |
| Iatrol, Oxy iodo methyl anilid.   | VI.               |                   |
| Iodoform, Tri iodo methane.   | VI.               |                   |
| Iodol, Tetra iodopyrrol.  | VI.               |                   |
| Lactophenin, Lactyl-phenetidine.  | IV.               |                   |
| Losophan, Tri iodo meta cresol.   | XIV.              |                   |
| Lycetol, Tartrate of dimethyl piperasine.   | IX.               |                   |
| Lysidin, Methyl glyoxalidin.  | IX.               |                   |
| Mesotan, Methyl oxy methyl ester of salicylic acid.                                     | V.                |                   |
| Neurodin, Acetyl para oxyphenyl urethane.   | IV.               |                   |
| Nosophen, Tetra iodo phenolphthalein.   | VI.               |                   |
| Orphol, Basic beta naphtol bismuth.   | VI.               |                   |
| Orthoform, Amido para oxy benzoic methyl ester.   | II.               |                   |
| Phenacetin, Para acet phenetidin.   | IV.               |                   |
| Phenocol, Amido aceto para phenetidin hydrochloride.                                    | IV.               |                   |
| Piperasine, Diethylene diamine.   | IX.               |                   |
| Piperonal, Methylene ether of protocatechuic aldehyde.                                  | VI.               |                   |
| Protargol, Silver protein.  | VI.               |                   |
| Purgatine, Diacetyl ester of anthrapurpurin.  | XVII.             |                   |
| Pyoktannin Blue, Hydrochlorides of penta and hexa methyl para rosanilin.                | VI.               |                   |
| Pyoktannin Yellow, Imido tetra methyl di para amido diphenyl methane.                   | VI.               |                   |
| Pyramidon, Dimethyl amido phenyl dimethyl pyrazolon.                                    | IV.               |                   |
| Resorcin, Meta dioxy benzene.   | VI.               |                   |
| Saccharin, Benzoyl sulfonic imid.   |                   |                   |
| Salacetol, Salicyl acetol.  | VI.               |                   |
| Salipyrine, Antipyrine salicylate.  | VI.               |                   |

<sup>1</sup> Abstract of a paper presented before the Lewis and Clark Pharmaceutical Congress, Portland, Ore., July 14, 1905.

Salol, Phenyl salicylate. V.  
 Salophen, Acetyl para amido phenyl salicylate. V.  
 Saloquinine, Salicylic ester of quinine. IV.  
 Sidal, Quinate of riperaeine. IX.  
 Sidal, new, Anhydride of quinic acid. IX.  
 Sulphonal, Diethyl sulfoxide methyl methane. XV.  
 Sulfanilic acid, Para amido benzoic sulfonic acid. III.  
 Tannalbin, Tannin albumin. VII.  
 Tannigen, Acetyl tannin. VII.  
 Tannaform, Methylene di tannin. VI.  
 Tannopline, Hexamethylenetetramin tannin. VII.  
 Theocin, Dimethyl xanthin. IX.  
 Thiochol, Gualacol sulfonate of potassium. VI.  
 Thioform, Basic dithio salicylate of bismuth. VI.  
 Trional, Diethyl sulfone methyl ethyl methane. XI.  
 Triphenin, Propionyl phenetidin. IV.  
 Urethane, Ethyl carbamate. XI.  
 Urotropin, Hexamethylenetetramin. IX.  
 Vanillin, Methyl proto catechic aldehyde.  
 Veronal, Diethyl malonyl urea. XI.  
 Valyl, Diethylamid of valerianic acid. XV.

### THE COMPOSITION OF DENTIFRICES.<sup>1</sup>

BY STANLEY READ, L.D.S.E.

As a foreword I desire to make it plain that I do not pretend to any knowledge of drugs, therefore I can only deal with this subject in a general way. From the text books I have taken as examples of tooth powder three prescriptions, (1) an English, (2) an American and (3) a German one:

- |       |  |              |
|-------|--|--------------|
| (1) R | Saponis hisp.....                      | 3ij          |
|       | Pulv. Iridis.....                      | 3ij          |
|       | Ossis sepiæ.....                       | 3ij          |
|       | Cretæ precip.,                         |              |
|       | Mag. carb. pond., aa.....              | 3ij          |
|       | Oil eucalypti.....                     | m. viij      |
|       | Otto rosæ.....                         | m. viij      |
| (2) R | Cretæ preparata.....                   | 3iv          |
|       | Pulv. radicle Iridis.....              | 3iv          |
|       | Pulv. cinnamon.....                    | 3iv          |
|       | Sodii carbonatis exsic.....            | 3ss          |
|       | Pulv. sacchari albi.....               | 3l           |
|       | Oil limonis.....                       | gtt. xv      |
|       | Oil rosæ.....                          | gtt. ij      |
| (3) R | Precipitated carbonate of calcium..... | 3ij 3/4      |
|       | Cinchona bark.....                     | 3xv          |
|       | Prepared oyster shell.....             | 3xv          |
|       | Powdered myrrh.....                    | 3v 1/2       |
|       | Powdered cloves.....                   | 3ij 3/4      |
|       | Oil of cinnamon.....                   | gtt. x to xv |

As every one knows, tooth powders are all somewhat like the above. Now, the task I have before me is to show how the latest dental knowledge bears on such dentifrices.

Dr. Miller, of Berlin, to whom dentists in all countries look up to as a scientist, undertook a long series of experiments upon himself and other people to discover the reason why some people are immune to dental caries while others are particularly susceptible to it, and he came to the conclusion that there is a protective flora of the mouth, as is found in all cavities of the human body, which are lined with mucous membrane, and that the crux of the question is the survival of the fittest. If the physical condition of the mouth is as it should be this protective flora overcomes the bacterial intruders, but unless the beneficent bacteria are in sufficient numbers they succumb to the germs that cause decay. This would seem to be the only possible conclusion, now that it has been pointed out, that one could come to when one thinks of the unclean mouths one sees with no decay or hardly any and the scrupulously cleaned mouths with nearly every tooth decayed.

Then quite recently it was stated in one of our journals that there had been discovered in the saliva a substance belonging to the group of enzymes having the power of setting free acids from certain compounds, and it is assumed that this new ferment is a leading agent in the destruction of the teeth. These two statements taken in conjunction must have a great effect on the constitution of a proper dentifrice. First, they render it necessary to remove the antiseptic agent from our prescription. This at first sounds heretical in these days of germicides, but on consideration it will be recognized that, as far as we know at present, any drug that will destroy the bacteria of decay will also destroy those which protect the mouth. Secondly, they reduce all dentifrices to the position of alkaline polishing agents. Thirdly, they seem to prove that all liquid dentifrices are inefficient, if not actually harmful, for they have none of the polishing qualities that are absolutely necessary in a dentifrice, and as they all claim to be disinfectants,

or at least antiseptics, they may do harm. So the daily use of an antiseptic mouth wash, unless prescribed for a disease of the mucous membrane, would appear to be of more harm than good, for the antiseptic effect cannot last more than an hour, or at the most until the next meal, and owing to its having probably destroyed the flora of the mouth it leaves the oral cavity unguarded for the rest of the 24 hours against the entry of any bacteria that come along.

Therefore, there seems to be only one condition of the mouth in which a dentifrice may exercise some protective power over the teeth, that of acidity, but it is not possible by the use of tooth powder even three times a day to keep the mouth entirely alkaline, or neutral, so that we must end by regarding tooth powders, even the best of them, as agents for removing the stains from the teeth merely for æsthetic reasons.

The last prescription I gave for tooth powder was:

- |   |                      |       |   |
|---|----------------------|-------|---|
| R | Sapon. hisp.....     | 3l    | to break up any greasy matter on the teeth. |
|   | Cretæ precip.....    | 3l    | the usual polishing agent.                  |
|   | Ossis sepiæ.....     | 3l    | in the case of poor teeth or for a woman    |
|   |                      |       | I should not add this, but this man had     |
|   |                      |       | hard, strong teeth and smoked many          |
|   |                      |       | cigarettes.                                 |
|   | Mag. carb. pond..... | 3l    | antacid.                                    |
|   | Otto rosæ.....       | m. l. |   |

**The Formaldehyde Index of Tinctures.**—Weiss calls the "formaldehyde index" of a tincture that amount of precipitate which results on the addition of formaldehyde to 100 parts of the preparation. A special method of testing must be used for each tincture, and no general rules hold good. The following method for tincture of catechu may, however, serve as an example. Ten Cc. of the tincture are poured into a porcelain capsule holding 250 Cc., and the graduate which served to measure the tincture is washed with 20 Cc. of distilled water. To this is then added a mixture of 15 Cc. of formaldehyde (30 per cent.), and 40 Cc. of hydrochloric acid. A dense reddish brown precipitate is formed, even while the mixture is cold. The product is evaporated to half its volume upon the water bath, and frequently stirred during this operation. After evaporation it is diluted to 200 Cc. with water, and filtered through a tared filter-paper. The precipitate is washed with about 250 Cc. of water and is dried in the oven. The weight of the precipitate reduced to 100 parts of the tincture will constitute the "formaldehyde index" of that tincture. The "formaldehyde index" seems to have the same value in analyzing tinctures as has the "permanganate index" of Thoms, which shows the amount of tannin and tannin compounds contained in the preparation. The formaldehyde index of tincture of catechu was found to be from 11.72 to 14.64, according to the percentage of alcohol used. Tincture of nux vomica with 40 per cent. alcohol gave an index of 10.10, while that of krameria gave an index of 6.00.

### PHARMACEUTICAL INDEX.

#### Finding List of Articles on Scientific and Technical Pharmacy.

**Citrate of Magnesia.**—Proporta di modificazione al metodo della Farmacopea Ufficiale per la preparazione della limonata magnesiaca. A. Archetta. *Bollettino Chimico Farmaceutico*, XLIV, 13; 1905, July, p. 440.

**Formaldehyde.**—Analyse commerciale de la formaldéhyde. W. Fresenius and L. Grunhut. *L'Union Pharmaceutique*, XLVI, 7; 1905, July, p. 291.

**Honey.**—Die Untersuchung des Bienenhonigs. H. Stadlinger. *Pharmazeutische Zeitung*, L, 51; 1905, July 1, p. 549.

**Tincture of Strophanthus.**—Sulla Tintura di Strofanto. E. Carlinfant. *Bollettino Chimico Farmaceutico*, XLIV, 13; 1905, July, p. 451.

**U. S. Pharmacopoeia.**—First Impressions of the New Pharmacopoeia. J. H. Beal. *Midland Druggist*, VI, 11; 1905, July, p. 1031.

**U. S. Pharmacopoeia.**—The United States Pharmacopoeia. *Chemist and Druggist*, LXVII, 1328; 1905, July 8, p. 54.

<sup>1</sup> Presented at the Brighton meeting of the British Pharmaceutical Conference, July, 1905.



## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**Vitose, a New Ointment Vehicle.**—Aufrecht describes vitose as a new vehicle for ointments which can be easily mixed with water, glycerin, oils or fats. It occurs as a soft mass without odor and of a neutral reaction. Vitose dissolves incompletely in chloroform, benzoin, ether, etc. It appears to be a mixture of fat, albumin and glycerin in about the following proportions: Water, 2.77; albumin, 1.86; glycerin, 23.82; ash, 0.02.—*Pharmazeutische Zeitung*, 1905, page 227.

**The Use of the Fixed Oil of Mustard in Cosmetic Preparations.**—Fahlberg (*Pharmazeutische Post*, 1905, page 232) says that the fixed oil of mustard has been very successfully employed in a number of cosmetic preparations. The oil extracted from the seeds of *Sinapis alba* and *S. nigra* is of a golden yellow color, very slightly turbid, and by purifying it a clear yellow liquid is obtained. The point of solidification at minus 17 degrees C. enables us to use oil of mustard at all seasons of the year, giving it a great advantage over all other oils.

Oil of mustard can be used in place of olive oil for almost any pharmaceutical purpose, especially for the preparation of liniments. It is especially adapted for the manufacture of ointments, as well as of liquid soap. It ought to be useful as a substitute for the expressed oil of almond in the manufacture of cosmetics. In some countries oil of mustard is used for cooking purposes.

**A Test for Urotropine.**—The best method of testing the purity of urotropine is by means of Nessler's reagent, according to a method suggested by Woehlk (*Pharmazeutische Zeitung*, 1905, page 271). Urotropine, as we know, does not give off any nitrogen in the form of ammonia when it is boiled in the presence of a solution of caustic soda. Inasmuch as formaldehyde energetically reduces silver solutions in ammonia, it is to be expected that it would have the same effects on Nessler's reagent. In fact, even a very weak solution of formaldehyde produces a brown color in Nessler's reagent, and after a while a precipitate of metallic mercury appears. Paraformaldehyde produces a precipitate of metallic mercury with Nessler's reagent. Therefore, if after having dissolved some urotropine in water no brown discoloration or precipitate of metallic mercury occurs on heating and adding Nessler's reagent, we may conclude with certainty that the mixture under consideration does not contain any ammonia compounds, amides or paraformaldehyde, in other words that the urotropine under investigation does not contain any of the principal impurities for which it is tested.

**Facts About Mustard Plasters.**—Holtz (*Apotheker Zeitung*, 1905, page 408) tells many interesting facts about mustard plasters, which he has made the subject of special study along with mustard seed and oil. He found that mustard plasters of good quality would keep without deteriorating for a number of years if properly kept, and that they responded to the requirements of the German Pharmacopœia even after that period of time. According to these requirements 100 square centimeters of mustard paper should contain not less than 0.0119 Gm. of oil of mustard. E. Dieterich, however, proposed that the following requirements be adopted officially in Germany: The layer of mustard, spread upon 100 centimeters of paper should weigh at least 1.5 Gm. The mustard flour removed from a mustard plaster should contain 1 per cent. of oil of mustard. Control tests led to the belief that these rules were not correct. Thus from March to September the weight of oil of mustard contained in certain samples of full-weight mustard plasters had diminished one-quarter. This was due to the fact that the plasters had absorbed humidity. The Dutch mustard seeds were found to be the best for plasters, while the Russian mustard was found to be less useful.

**Manipulated Opium from Smyrna.**—Under the name of "opium manipulé" Masson describes a product which has been for some time sold in considerable amounts under the name of "Smyrna opium." This product is a mixture of opium and of some inert substances which are added in such amounts as to make the mixture assay uniformly 10 per cent. of morphine. To such an extent has the trade in this Smyrna opium been carried that it is difficult nowadays to obtain any "natural opium" in France. The author analyzed five different samples of the so-called "manipulated" opium for the French Government, and found that this opium was of an inferior quality, poor in extractives, and that it had been prepared by adding to a sample rich in morphine either some mineral substances or some residue of extracted opium together with mineral matter.—*Journal de pharmacie et de chimie*, June 1, 1905.

**Thyminic Acid in the Treatment of Gout.**—Thyminic acid, also known as soluroi, is a nucleic derivative, which, it is claimed, has the property of holding uric acid in solution and preventing its precipitation. It represents nucleic acid from which the uric acid yielding bases have been removed, and is the natural organic solvent of uric acid in the body. It thus prevents its deposition in the tissues in the form of salts. Thyminic acid is an amorphous powder, brownish yellow in color, soluble in cold water, slightly deliquescent, faintly acid in reaction and almost tasteless. Minkowski gives its formula as  $C_{10}H_{14}N_4O_8 \cdot 2P_2O_5$ ; Kossel as  $C_{10}H_{14}N_4P_2O_{13}$ . It has the very interesting property of holding in solution practically its own weight of uric acid at a temperature of 20 degrees C., while this property of retention is increased by 50 per cent. at the blood temperature of 37 degrees C. Thyminic acid may be given internally as a powder, in an elixir, or in the form of compressed tablets. Its administration has not, in my experience, been attended by any toxic or untoward symptoms. It is best given with or immediately after meals, in doses of from four to seven grains; in solution it has practically no incompatibles. It is supplied by Messrs. Allen & Hanburys, Limited.—R. FENNER (*Lancet*, July 1, 1905, 19, and *Phar. Jour.*, July 22).

A further contribution to the subject of thyminic acid is made by J. Grant Stephen, Ph.D., director of laboratories of the International Institute of Physiology and Hygiene, in a later issue of the *Pharmaceutical Journal*. Dr. Stephen says: "It is now tolerably clear that this acid is one of the products of the metabolism of the nitrogenous bodies known as the nucleins, which are present in the foods which contain nucleoproteids; these include thymus gland, the pancreas, spleen, salmon, codfish and herring milts and the germ of wheat. When isolated it is a dark yellow amorphous powder, tasteless and slightly acid. It is soluble in cold water and may be regarded as having approximately the following composition:  $C_{10}H_{14}N_4O_{13}P_2$ . It has the property of holding in solution the practically insoluble uric acid, the average of many of our experiments giving the following proportion: 1 grain of thyminic acid will dissolve 1.3 grains of uric acid at 100 degrees F.

"From recent researches it would appear that thyminic acid is the natural organic solvent of the uric acid, which is normally formed in the body, and that when an excess is formed in the system the thyminic acid normally produced is insufficient in quantity to hold in solution the extra uric acid formed from the purin elements introduced through the alimentary canal. It is being employed in doses of from 5 to 10 grains in the treatment of all conditions of the body arising from the excess of uric acid in the blood, and under the name "Soluroi" it is being sold by Allen & Hanburys, Limited, in bottles in tablet form. I may say that personally I have had the effect of the administration of thyminic acid under observation for some time and it has undoubtedly a powerful solvent action on urates. An exhaustive paper on the subject of nucleic acid appears in the *American Journal of Physiology*, vol. 8, No. 5, Feb. 2, 1903."



## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Wanted, a Nonrefillable Ointment Pot.**—An esteemed correspondent in central New York submits the following: "The dispensing of ointments has long been a subject of study with us, but without definite advance. We will say, for instance, that a prescription has been filled for ointment of zinc oxide or some other readily prepared ointment. The jar is returned to be refilled and the ointment is conveyed from the stock container to the prescription jar by means of a spatula, with the possibility of infecting the stock container. I desire to place this before your readers to see if any of the bright ones can devise an easily filled, but not refillable jar, calculated to obviate the danger of infection by vaccinating one person with the disease of another."

**Hypobromite Test for Urea.**—B. writes: "Would you please give me the formula for what I think is called the hydrobromate test for urine. I may not have the name right, but you will probably know what is meant? I wish the formula for making the solution which is used as a test for urea?"

The hypobromite test for urea, which is the test asked for by our correspondent, depends upon the fact that nitrogen is disengaged from urea when it is brought in contact with sodium hypobromite, the amount of nitrogen set free being the measure of the urea present in the sample under examination. Various methods of applying the test are used by chemists. The most useful for rapid determination is that of Doremus, and with this as with other tests the urine should first be freed from sugar and albumin before applying it.

The late Dr. Charles Rice devised a convenient means of using hypobromite solution without the necessity of handling pure bromine. He used two solutions, as follows:

### I.

|                      |         |
|----------------------|---------|
| Caustic soda.....    | 100 Gm. |
| Distilled water..... | 250 Gm. |

### II.

|                         |       |
|-------------------------|-------|
| Bromine .....           | 1 Gm. |
| Potassium bromide ..... | 1 Gm. |
| Water .....             | 8 Gm. |

Five Cc. of each of these solutions and 10 Cc. of water are mixed and poured into the Doremus apparatus, or it may be used in the apparatus listed by E. R. Squibb & Sons in the same way, although Squibb prescribes the use of a solution of chlorinated lime and the method is a trifle more difficult of application.

For fuller details in regard to the different tests we should advise our correspondent to get Saxe's work on "The Examination of the Urine," published by W. B. Saunders & Co., Philadelphia. The book costs \$1.50 in flexible leather covers and is well worth the price. Every detail of the various processes is described and the text is amply elucidated by engravings of the appliances used in this kind of testing.

**General Disinfectant Solution.**—A. R. P. writes: "Would you kindly give me the formula for a solution of disinfectant substances for use in spraying dwellings and disinfecting clothes in a locality exposed to contagion?"

A great many formulas are extant for solutions of this kind. The Health Department of the City of New York employs a simple solution of zinc chloride in water for the disinfection of bed-clothing and wearing apparel, while solutions of ferrous sulphate are relied upon for the disinfection of privies, basements, etc., the cheapness of this article and its powerful properties of arresting the growth of organisms, along with the freedom from dangers of poisoning attending its use, all rendering it a substance of great value, the last mentioned

property in particular making it of special value in case of its use in the presence of irresponsible persons.

A solution that has much to recommend it in view of its cheapness and the absence of risk from untoward effects in the hands of persons unaccustomed to the handling of chemicals is the following:

|                         |             |
|-------------------------|-------------|
| Alum .....              | 10 parts.   |
| Sodium carbonate .....  | 10 parts.   |
| Ammonium chloride ..... | 2 parts.    |
| Sodium chloride .....   | 2 parts.    |
| Zinc chloride .....     | 1 part.     |
| Hydrochloric acid ..... | sufficient. |
| Water .....             | 100 parts.  |

Dissolve the alum in about 50 parts of boiling water and add the sodium carbonate. Dissolve the resulting precipitate of aluminum hydrate with the aid of just sufficient hydrochloric acid and add the other ingredients previously dissolved in the remainder of the water.

**Ladies' Shoe Dressing.**—W. M. H. asks the formula for a polish for ladies' shoes. Also where he can purchase vials with screw tops and tin screw top cover.

The compounds used as dressings for ladies' shoes generally consist of solutions of shellac appropriately colored, though white wax is the basic ingredient of others. The following formulas are taken from "Pharmaceutical Formulas," the author of which vouches for their efficiency:

### Liquid Shoe Polish.

|                           |      |
|---------------------------|------|
| Sandarac .....            | 3ij  |
| Gum thus .....            | 3ss  |
| Shellac .....             | 3lss |
| Spirit of turpentine..... | 3ss  |
| Lampblack .....           | 3i   |
| Alcohol .....             | 3vj  |

Dissolve the resins in the alcohol and add the turpentine and lampblack. Nigrosin 3i may be used instead of lampblack.

### II.

|                                     |      |
|-------------------------------------|------|
| White wax, cut in small pieces..... | 3iij |
| Ether .....                         | 3iij |
| Logwood extract .....               | 3iv  |
| Gallie acid .....                   | 3ij  |
| Tincture of ferric chloride.....    | 3i   |
| Alcohol to .....                    | 3xvj |

Dissolve the wax in the ether. Allow the extract of logwood and gallic acid to macerate in the alcohol with occasional agitation during 24 hours; then strain through cloth and add the tincture of iron. Now add the mixture thus prepared to the solution of wax, and again strain through cloth.

### Brilliant Shoe Polish.

|               |        |
|---------------|--------|
| Shellac ..... | 3liss  |
| Alcohol ..... | 3xliss |

Dissolve and add to a solution of

|                                 |          |
|---------------------------------|----------|
| Curd soap .....                 | 3liss    |
| Hot alcohol (25 per cent.)..... | 3iv. 3vj |
| Glycerin .....                  | 3ss      |

Then add

|                         |        |
|-------------------------|--------|
| Best aniline black..... | 3ss    |
| Diluted alcohol .....   | 3xliss |

Keep for two weeks in a warm place before bottling.

### Black Luster Varnish.

|                       |      |
|-----------------------|------|
| India rubber .....    | 3ij  |
| Mineral naphtha ..... | 3iij |

Dissolve and add to the following:

|                       |     |
|-----------------------|-----|
| Asphalt .....         | 3ss |
| Drop-black .....      | 3ij |
| Oil of turpentin..... | 3i  |

Mix.

The point to note in regard to the "Brilliant" polish is that aniline black is exceedingly variable in quality, and should any one be so unfortunate as to get a dye which gives a brownish color, 5 grains of blue-blue aniline should be added. Aniline black is all the better for the addition of a trace of acetic acid; but in this case that is inadmissible, as the soap neutralizes it.

The leading makers of tin cans of every description are the American Can Company, New York, and if our correspondent will specify the kind of container which he desires it will be made to order for him, if not kept in stock.

## Correspondence.

### As to a Medicine Stamp Tax.

To the Editor:

SIR,—In the AMERICAN DRUGGIST for July 24 you speak of a Government tax upon proprietary medicines as a burden on the retail druggist. I was a retailer during two terms of such tax and I have never been able to see that either tax cost me one cent.

The proprietor pays the tax. He makes the price to the retailer just as high as his nerve will permit and relies entirely upon his advertising to sell his goods. After the old tax of 8 per cent. was taken off of secret preparations—some time in the eighties—no proprietor reduced his wholesale price. The same is true of the Spanish War tax. In fact, the wholesale price is to-day generally higher than it was when the proprietor was paying a tax of 2 cents upon every 25 cents' retail value of his preparation.

An excellent scheme for raising Government money would be a stamp tax of, say, 20 per cent. of the retail price on any preparation not having the entire and exact formula printed upon its label.

C. W. RICHARDSON.

PIERRE, S. D., July 27, 1905.

### Dr. Rice as a Naval Pharmacist.

To the Editor:

SIR,—There was a call in your editorial columns some time ago for communications regarding the life of the army or navy pharmacist during our Civil War. "Even isolated incidents" or "anecdotes illustrating the lighter side of life," you said, "would not prove unwelcome." Accordingly, prompted by the feeling that some response is better than no response, that even the most insignificant show of interest is more encouraging than absolute indifference and silence in case of these public appeals for historical material, I send two notes, mere references indeed, to the life of a naval pharmacist, which I find in the correspondence of Dr. Charles Rice.

The first is taken from a slip of paper containing answers to certain questions which your correspondent had the temerity to ask Dr. Rice in view of a prospective article for a small college magazine. The letter accompanying it is dated January 2, 1892:

**Question:** "With what expedition did you take a trip around the world?"

**Answer:** "U. S. S. Jamestown, cruise around the world during the war. Ostensibly in pursuit of the Alabama, but lucky in not catching her."

The second is from a letter bearing the date of August 31, 1900. I take the liberty of quoting the whole paragraph in which it is set, since it contains pleasant glimpses of the social cordiality of Dr. Rice's nature, which so endeared him to all his friends:

"I derive some pleasure from the fact that when I am unable to give you any news you seem to be as much if not more amused than when I do give some. This, it seems to me, is a truly feminine trait. Of course, I know that your remarks are quite true. A woman will let her pen glide over the paper, keeping pace with her thoughts and the pictures passing before her mind, no matter how variegated or even unconnected they may be apparently. A congenial mind reading her words will readily follow the train of thoughts. So can I follow such

a train. But my whole surroundings are such as not to permit me to indulge in objectless writing at this period of my life. In my younger days, and particularly during the years when I made a voyage round the world in an American man-of-war (1862-1865), I filled out many a tiresome day with writing letters, almost by the ream, most of the time devoid of news, but full of gossip and dreamy talk. Of course we had exciting times (very much so, sometimes), which were productive of enough news to set our pens going so much the faster, to let our friends know what we had seen or passed through.<sup>1</sup> But those times are past for me. Now I have to calculate rather closely to get time for putting down hard facts."

ADELAIDE RUDOLPH.

CLEVELAND, OHIO, June 7, 1905.

## Book Reviews.

**RADIUM AND RADIOACTIVE SUBSTANCES.** Their Application Especially to Medicine. By Charles Baskerville, Ph.D., professor of chemistry and director of the laboratory, College of the City of New York; formerly of the University of North Carolina. Philadelphia: Williams, Brown & Earle, 1905. Pp. 164. (Price, \$1.50.)

Within the space of some 150 pages Professor Baskerville has succeeded in reviewing succinctly but comprehensively the entire field of radioactive phenomena. The extraction of radium salts from the native ore (for the element radium has not yet been obtained) is described in detail, and the nature of the radiations and emanations is explained in the light of the most recent investigations. The text is elucidated wherever necessary by the use of cuts and reproductions of photographs.

We are sure that this work will be welcomed by a large number of pharmacists and others who have felt the need of a nonmathematical treatise on radium and its application in medicine. The name of the author is already well known to the pharmacists of the country through the published announcement of his intention to lecture on radium before the American Pharmaceutical Association at the meeting in Atlantic City next September.

**A TEXT BOOK OF CHEMICAL ARITHMETIC.** By Horace L. Wells, M.A., professor of analytical chemistry and metallurgy in the Sheffield Scientific School of Yale University. New York: John Wiley & Sons; London: Chapman & Hall, Limited, 1905. Pp. vii-169. (Price, \$1.25.)

Students of pharmaceutical chemistry who are taking up quantitative analysis are likely to be greatly benefited in their studies by the use of this book. One feature of it—in fact, the predominating feature—is the number of examples and problems which are freely interspersed throughout the text. Answers to the problems are given in an appendix. As a text book this work belongs in a class by itself and it is one that, in our opinion, should be included among the necessary works for the student of pharmacy.

**THE PROPRIETARY ASSOCIATION OF AMERICA.** Twenty-third Annual Report. Record of Proceedings: Meeting held at New York, May 2-4, 1905. Pp. 177.

The present volume is embellished with a good portrait of President Cheney. Most of the business of the convention being transacted in executive sessions, the proceedings as printed make rather dull reading. The report of the Committee on Trademarks is, however, a very informing production. The report is by George A. Newman, sr., chairman, who had as associates Brent Good, Charles H. Fletcher, Walter S. Kidder and Alfred H. Kennedy.

Rastus: "What yo' t'ink is de mattah wif me, doctor?"

Doctor: "Oh, nothing but the chicken-pox, I guess."

Rastus (getting nervous): "I 'clare on mah bonah, doctah, I hain't bin nowhar I could ketch dat!"—Judge.

<sup>1</sup>The italics are mine.—A. R.

## PUBLIC CONVENIENCES IN DRUG STORES.

The Discussion is Continued by Interested Correspondents.

**A Believer in Limited Sales of Stamps.**

By AMOS K. TILDEN.

I believe in a druggist keeping stamps and in selling one or two to a customer, but not to deliver them in any quantity. As to the directory, I certainly think a pharmacist should have one in his store for the convenience of the public.

BOSTON, MASS., June 23, 1905.

**Benefit if Any Is Negative.**

By ROBT. A. ROWLINSKI.

Benefit if any is negative. There is no public appreciation of gratuitous accommodation, but there would be resentment if such as may have become customary were not provided. If the pharmacist is of a highly nervous temperament and not a combination of mind reader and spit ball expert, there will be detriment to his business from stamp and directory courtesies. In our pleasant little city we include the free use of the telephone.

SAVANNAH, GA., June 24, 1905.

**Advantageous to Sell Stamps.**

By G. G. C. SIMMS.

A druggist located in a large city convenient to a post office or a post office substation might well be excused from selling postage stamps, but when located in a residential section of the city, inconvenient to a station, it will be to his advantage to sell stamps for the accommodation of his customers and not the public, as well as to allow the free use of his directory. The custom is so general now that the public expects this accommodation from the druggist.

WASHINGTON, D. C., June 26, 1905.

**Here to Stay.**

By JOHN W. BALLARD.

The free directory and stamp trade in the drug store have come to stay. Many lines of trade spend money in advertising—sell some item at or below cost, and why? Just to get people to come into their stores. This is exactly what the public directory and stamp sale does for the drug store. Not everybody, but a goodly number appreciate the accommodation and will show it by the purchase of some item which they use, but do not need just then, that they may feel that in a measure they are paying something for the accommodation.

DAVENPORT, IOWA, June 16, 1905.

**Conveniences Appreciated by the Public.**

By EDW. T. N. STEIN.

I consider the sale of postage stamps and the keeping of a directory conveniences which in the majority of cases are appreciated by the public. The majority of pharmacists handle stationery, and I consider it just as necessary to supply such customers with a stamp when desired as a cigar customer with a light. Moreover, it takes just as much time to tell a customer you don't keep stamps as to supply his wants, and you have at least the satisfaction of knowing you have not shown an unfriendly disposition.

JERSEY CITY, N. J., June 19, 1905.

**Inexpensive Advertising.**

By C. C. BINGHAM.

A sign in my store reads, "If you don't see what you want, ask for it." This includes postage stamps and the directory. I supply both. I consider it good business. It brings people to my store for any little accommodation. I do not object. The object of advertising is to get people to talk of your store, and if possible into it, trusting to your own ability to "do 'em" when they come. If they will come to be accommodated it is inexpensive advertising. I want 'em.

ST. JOHNSBURY, VT., June 24, 1905.

**No Conveniences Without Pay.**

By WILLIAM C. KIRCHGESSNER.

Pharmacists may be divided into two classes, those who have a neighborhood trade and those in the downtown district who have a transient trade. For the first class custom has established a precedent that postage stamps are part of the stock in trade and the public thinks because they are kept there is money in it. For the second class time is too valuable, as a money making customer may be lost while selling a stamp. That the public in general does not appreciate these favors is best illustrated by the fact that the very customers who buy

the most stamps and use the directory will order their supplies from mail order houses. My opinion is that the sooner a united action is taken by all the druggists in discarding public conveniences until paid for, the better.

DETROIT, MICH., June 28, 1905.

**If You Sell Stamps, Sell Them Graciously.**

By E. Q. ANEWALT.

There are two ways of selling stamps—graciously and ungraciously. The latter is a positive detriment to business and they had better not be sold at all than in that way. Selling stamps may not yield direct financial returns. It keeps people coming; keeps them from going elsewhere where conditions may be more congenial; it gives the impression of being busy. Customers are not blind or automatic. They see, they hear and they will talk. Comments will be made regarding service, stock, attention, etc. It is due largely to the proprietor to make these comments favorable or unfavorable. It may not always be a pleasant task. Depending upon the public, why not make everything tell, especially when the capital is accommodation? Under no circumstances charge stamps. Explain that you have to pay cash and that there is no profit whatever. Have you ever heard or seen this? Enter man: "May I look at your directory?" Druggist: "Yes, sir." Pause. Druggist: "Find your party?" Man: "Yes. Give me a cigar" (maybe two—occasionally 25 cents' worth. If a lady, soda).

PHILLIPSBURG, N. J., June 16, 1905.

**Keeping an "Accommodation Shop."**

By JOHN M. TOBIN.

Selling stamps and keeping a directory cost the druggist more than he ever gets out of it. If proprietor and clerks felt every time they went out to meet a customer that they were going to do business, sell goods and sell as much as possible, each one doing his best to increase sales, approaching the customer with confidence, so well known but so hard to describe—a sort of "directory or stamp" look, but never a "we make the best preparations on earth" look, and one-half dozen is little enough for your family, of each sort. Most proprietors dislike the directory and stamp business; all clerks, senior and junior, do; and some clerks believe that the proprietor sits up nights inventing accommodations to keep them busy. It is difficult to convince clerks that the custom of selling stamps is not a nuisance, interfering with their professional duties, and the time consumed never shows as work, for the proprietor does not count as business the sale of stamps, making change, looking up addresses for people who cannot find them, yet he insists it must be done with a smile. But he does not smile and the clerk force becomes demoralized; instead of a live drug store an "accommodation shop."

NARRAGANSETT PIER, R. I., June 19, 1905.

**A Question of Necessity.**

By ABRAHAM WEINSTEIN.

You must have a very high opinion of druggists and consider us all to be "platonists" when you raise the question as to the desirability of selling postage stamps at 12 p.m., and finding names in the directory between 12 and 1 a.m. The question, in my opinion, is not of desirability, but of necessity. Since accommodation has become a factor in drug business competition it is just as important and profitable for the druggist to serve his customers with the best accommodations as it is for him to impress them that his goods and prices are better and cheaper than his neighbor's. A desk in a distinguished place of the store, with the inscription, "accommodation desk," would remind those ungrateful ones that selling postage stamps and supplying directories and time-tables are favors which they ought to appreciate. Unless the druggist can meet the convenience seeking public with a pleasant face and smile in the bargain he is sure to create enemies, and I would rather not attempt to gain friends through fear of making enemies.

FIRST AVENUE AND FORTY-SECOND STREET, NEW YORK, June 20, 1905.

**Burdensome Days.**

By CHARLES R. ECKLER.

The handling of postage stamps in many stores requires a large amount of time, the investment of a sum and a great deal of patience. Possibly 10 per cent. of the trade appreciate the accommodation; 90 per cent. do not. Many have a mean habit of springing bills in payment for a few just for the change. Others ask for credit and delivery. Some do not know but that a profit is made on their sales. When one considers the time, trouble, cash and patience necessary it seems evident that the "don't pay" end more than balances the "pay" end. The number of things a pharmacist is asked to

do these days for accommodation has grown so large as to be a burden.

445 FIFTH STREET, BROOKLYN, N. Y., June, 1905.

#### Druggists Must Be Accommodating.

BY ANDREW J. ECKSTEIN.

Directories, postage stamps and everything else tending to accommodate the public should be part and parcel of the drug store. Granted the public may in instances abuse this privilege and there may be cases when the druggist is in no way remunerated for the time he spends in thus granting favors, yet the human sense of gratitude is sufficiently keen and active to make the obliging druggist the prosperous one, provided he is as good a druggist as a gentleman. If we must possess no "good will" we must expect none. If we operate on a hard and fast money basis we must look for only that trade that asks "an eye for an eye; a tooth for a tooth." What pharmacist wants this trade? I don't!

NEW ULM, MINN., July 10, 1905.

#### More Expected of Druggists Than of Other Classes.

BY W. M. SEARBY.

Pharmacists of this country have made a great mistake in allowing the custom of keeping postage stamps for sale to become general. People now expect us to keep them, and even where a credit business is done ask to have them charged in the account. They do not expect as much of any other class of people as they do of druggists. There is no more reason why a druggist should keep postage stamps than a dry goods man, excepting that the druggist keeps open longer hours. But a druggist needs a directory for his own use, and his business is not interfered with by permitting his customers to use it, as is done by many other firms. I believe that the custom of keeping postage stamps is a positive detriment to the drug business and should be abolished.

SAN FRANCISCO, CAL., June 21, 1905.

#### Individual Judgment Should Govern.

BY T. A. MILLER.

In my judgment the question of postage stamps and directories in drug stores must be settled by each individual. I run four stores. At three of them I sell stamps, because I believe custom in the respective sections demands them; but at the fourth store I do not sell them at all. The same may be said in regard to the directory. I think the sooner the druggists begin to think for themselves and act as their business judgment tells them, and not what their competitors do, the better it will be for the business.

RICHMOND, VA., June 20, 1905.

#### Many Nuisances in the Way of Accommodations.

BY JOHN G. BECK.

It has been my experience that a retail druggist as a rule is a much abused man in the way of extending to the general public all sorts of favors. The public as a rule seems to have the impression that the drug store is the place for them to receive all sorts of conveniences gratis. The selling of postage stamps, free telephone, the delivery of messages, directory and many other favors do, in my judgment, attract people to your store, but the compensation derived therefrom is not in proportion to the service rendered, and if this view is taken it surely is not profitable. On the other hand, if these conveniences are refused you are at once stamped by your neighbors and customers as being disobliging, and this sort of a reputation surely injures your business. The public has been educated to expect these things by the druggist himself, and owing to the keen competition in the larger cities of the union I do not hesitate to state that it would mean a sacrifice to any one who would adopt an iron-clad rule to cut it out. Under present existing circumstances I see no remedy at hand which the druggist could adopt to rid him of the many nuisances in the way of accommodations that he is suffering under to-day.

BALTIMORE, MD., June 16, 1905.

#### The Telephone Problem.

BY E. G. EBERLE.

The telephone problem can be handled in one of three ways—by slot machine, making it a business policy to refuse all, or affording the accommodation, when it should be done cheerfully or else the second method would be best. I hardly think such a problem can be decided for another. There is no reason why the public should ask these accommodations of the druggist any more than of the dry goods merchant, especially not if their patronage goes elsewhere. I have known persons to patronize one neighboring drug store for stamps and another for drugs.

DALLAS, TEXAS, June 27, 1905.

### PROCEEDINGS OF THE BRITISH PHARMACEUTICAL CONFERENCE.

(From our London Correspondent.)

London, July 28.—The annual conference of British pharmacists took place this year at Brighton on July 24 to 28. There was a large attendance at this favorite watering place, where the élite of London disport themselves in the briny.

On the evening of Monday, July 24, a reception was held at the Pavilion, a historic pleasure house erected for one of the Georges, and in which, if history is to be believed, many brilliant orgies were held in days gone by. There the Mayor and Mayoress of Brighton, with a party of about 150 guests, welcomed the conference visitors and regaled them with music, dancing and refreshment for the inner man and woman.

On the following morning after a more formal welcome at the Hôtel Métropole the president of the conference, William A. H. Naylor, delivered his address. Mr. Naylor, who is a director of the well-known corporation of Hearon, Squire & Francis, Limited, wholesale druggists and manufacturing



W. A. H. NAYLOR.

The President of the British Pharmaceutical Conference.

chemists, London, has an excellent pharmaceutical record. His first experience in pharmacy was gained at Horncastle, but when he entered the School of Pharmacy he so distinguished himself in the acquisition of medals and prizes that he was appointed assistant demonstrator in chemistry to Professor Attfield. He first entered the wholesale trade as chemist to Corbyn, Stacey & Co., but he was for nearly 20 years chemist with his present firm before taking a seat on the board. He has been a voluminous contributor to pharmaceutical literature, as readers of the AMERICAN DRUGGIST well know. He has been an examiner for the Pharmaceutical Society, and was for about 15 years secretary to the conference. His address, which follows, will sustain the reputation he has earned as a practical pharmacist and capable all-round chemist.

#### PRESIDENTIAL ADDRESS.

Mr. Naylor's remarks dealt entirely with the principle of standardization, a subject on which he is, by the way, an authority. He began by recalling the everlengthening strides which pharmacy has taken during the past 25 years in the

direction of plant analysis and the isolation of definite principles. The maximum of knowledge 25 years ago of the constituents of even the most potent drugs was that they contained a crystalline principle, generally an alkaloid, and a few remotely proximate and chemically unclassified substances. The first authoritative attempt to assay crude drugs was in the British Pharmacopœia of 1867, where detailed directions were given for the evaluation of cinchona bark and of opium. In the next Pharmacopœia (1885) the principle of standardization was extended to a small number of the preparations of official drugs, including the liquid extracts of cinchona and of opium, the extracts of nux vomica and of opium and cherry-laurel water. In the succeeding Pharmacopœia of 1898 the list was extended to comprise a liquid extract of belladonna (from which the alcoholic extract, liniment, tincture and plaster are directed to be made); simple and compound tincture of cinchona; liquid extract and tincture of nux vomica (from the former of which the solid extract is made); liquid extract of ipecacuanha (from which the wine and vinegar are made), and extract, liquid extract and tincture of opium.

#### COMPARISONS AND CRITICISMS.

After dealing with the alterations in standardizing processes given in the 1885 and 1898 editions of the Pharmacopœia, he went on to speak of the criticisms made on the processes in the present Pharmacopœia. These processes have been characterized as in some instances unnecessarily complex, insufficiently accurate, tedious of execution and—as in the case of opium—"clumsy" from an analytical point of view and objectionable on account of the difficulty of obtaining the required volume of filtrate. Mr. Naylor then proceeded to give his own comments on the processes, saying that they were the outcome of a long series of experiments.

With regard to the B. P. process directed to be used for assaying liquid extract of belladonna he said it was seldom it could be carried out in its entirety. The chloroform produces with most samples an emulsion which defies all attempts to obtain a perfect separation of the immiscible alkaloidal solvent. In the majority of these cases a considerable saving of time and labor may be secured by subjecting the extract to a preliminary treatment for the removal of its fat. For this purpose he advised the employment of Bird's "modified B. P. process." The preliminary washing with chloroform in acid solution (and subsequent recovery of traces of alkaloid from the chloroformic extract) effects in most cases a complete removal of those substances which favor the formation of emulsions, and as a consequence throughout the assays the separations usually take place quickly and are sharply defined, the alkaloids finally obtained being beautifully crystalline, colorless and of high titration value. Alcock's process, which provides for the removal of the dissolved fatty matter with ether and the precipitation of resinous substances with chloroform, was also commended.

Similarly in the official process for liquid extract of cinchona assay, refractory emulsions are encountered, but Alcock's suggestion to substitute an alcoholic solution of potash for the aqueous solution prescribed by the Pharmacopœia constitutes a practical solution of the difficulty.

A greater amount of criticism has been leveled at the official process for assaying liquid extract of ipecacuanha than at any other standardized preparation. Wilson first pointed out the defects of the process, and his suggestion for a better is approved. His process, according to President Naylor, is more expeditious, more accurate and in general easier of execution. But of the published methods of assay those which in the president's hands have yielded uniformly accurate results with every type of liquid extract were devised by Farr and Wright and by Naylor and Bryant. Whatever process may be adopted for inclusion in a future Pharmacopœia it is necessary that titration of the alkaloidal residue should be insisted on.

Referring next to liquid extract of nux vomica, the president said that Bird's recommendation to remove the fat from the alcohol free solution by acidifying it with diluted sulphuric acid and shaking out with chloroform, subsequently recovering from the latter any traces of alkaloid that may have been retained, greatly facilitates the progress of estimation. Bird has

also described a process which is more rapid of execution than the B. P. process, and contains other improvements, while the adoption of Alcock's modifications materially shorten the operation and involves no sacrifice of alkaloid. The difficulties attending that part of the official process referring to the separation of the brucine and the strychnine have not yet, however, been completely surmounted. The conclusion came to after considerable experience of the matter is that a satisfactory and more expeditious process for the assay of nux vomica preparations and one suited to the requirements of pharmacists could be easily devised by adopting either Alcock's or Bird's method of extracting and purifying the mixed alkaloids, and subsequently separating the strychnine by means of nitric acid, as described by Dowzard.

The morphinetric process for opium given in the Pharmacopœia is, continued the president, a model one for the pharmacist, but it is too lengthy for the wholesaler, to whom time is a monetary consideration. The process of Dowzard is, therefore, preferable on the score of economy both of time and of material. Dott's process, more recently published, has the disadvantage of requiring 18 hours for the precipitation of the morphine. It has been suggested that the morphine should be titrated in the moist state and the long and tedious process of drying dispensed with, and from experiments made by him (the president) it appears that if the morphine is washed until free from all traces of ammonia it can safely be titrated in the manner suggested by Dowzard without previous drying.

#### FURTHER NECESSARY STANDARDS.

Other drugs containing known and approved active principles should be subjects of experiments (physiological and chemical) for the purpose of standardization. Of these President Naylor dealt with six, giving a *résumé* of the work already done in each case.

The first mentioned was calabar bean, which, he said, should be assayed in respect to its alkaloidal content. The most recent investigations indicate the presence of the three bases, eserine, eserdine and eseramine, and the nonexistence of calabarine. The relative proportions in which the several alkaloids exist in the bean are not known with any degree of precision. As MacEwan has shown that commercial extracts of the bean contain from 1 to 10 per cent. of total alkaloid, the necessity for standardizing the B. P. extract, if only for total alkaloid, is apparent.

It is generally understood that conine, ethyl piperidine, methyl-conine, conhydrine and pseudoconhydrine are present in conium, and that to one or more of these alkaloids the drug owes its medicinal properties. A standard for total alkaloids would probably suffice for all practical purposes, and the process described for *extractum conii liquidum* in the "B. P. C. Formulary, 1901," would require but little amendment to make it applicable for the official tincture of conium.

In devising a process for the estimation of the total basic alkaloidal content, as it exists in the leaves of henbane, it is advisable that regard should be paid to the comparative ease with which hyoscyne undergoes isomerisation. Whether a change in the molecular constitution of the alkaloid does or does not affect its therapeutic value, it is desirable that any alteration should be guarded against and provision made accordingly, as far as possible, in any process recommended for the assay of the drug or its preparations.

As a result of the elaborate investigations of Jowett, Merck and Marshall into the constituents of the jaborandis, it may be affirmed that the chief alkaloidal constituents existing naturally in the jaborandi of commerce are pilocarpine and isopilocarpine, which, according to Jowett's most recent researches, are probably stereoisomerides. The sum of the chemical and physiological experiments is that jaborandi should be assayed for pilocarpine alone. Jowett has given a method by which pilocarpine can be separated from a mixture of isopilocarpine and pilocarpidine, but no process has yet been published by which the amount of pilocarpine present in a preparation of jaborandi can be determined within 5 per cent.

As the mixed alkaloids in stramonium are understood to be the same as those contained in belladonna, a process is



necessary for the assay of these preparations. Prof. Ernst Schmidt, of Marburg, is at present occupied in an examination of the mixed alkaloids of stramonium and in a preliminary announcement states that the only mydriatic alkaloid in *Datura stramonium* is hyoscyamine.

A process for assaying the tincture of strophanthus so that it could always be depended upon to contain a definite proportion of therapeutically active constituent would prove of inestimable value. Doubtless the glucosidal principle strophanthin first isolated by Fraser from *Strophanthus Kombé* possesses the medicinal value. But different species of strophanthus appear to yield similar glucosides, varying in toxicity, chemical constitution and physical characters, while the seeds that come on the market are the product of different species of plant and yet resemble each other so closely that they cannot be distinguished microscopically. What is required is unmixed mature seeds from a species of strophanthus which yields uniformly active crystalline strophanthin. That requirement appears to be met, according to Gilg, Thoms and Schedel, by the use of the seeds of *Strophanthus Gratus*, which "can be distinguished from all other known African species by the eye alone." From this seed Thoms has extracted a crystalline strophanthin, which he has shown to be identical with Arnaud's oubain.

#### THE FUTURE OF STANDARDIZATION.

President Naylor then went on to give his personal opinions on what should be the aim in the adoption of standardization processes in the future. In his estimation the first endeavor should be to produce preparations that will represent the sum total of therapeutic activity of the drugs operated upon, except in cases where it is desired to obtain the medicinal effects of certain definite principles the physiological action of which is indisputable. For instance, a preparation of opium may be cited where the presence of narcotine may be considered objectionable. Suitable processes should be devised not only for the estimation of the chief medicinal constituent, but so far as possible for the estimation of the several medicinal constituents and the proportion in which they are present. It may even be necessary to determine certain principles hitherto disregarded, which modify the therapeutic activity of the drug. The besetting temptation of modern methods of standardization is a disposition to restrict the medicinal properties of a drug to a patent principle, the therapeutics of which are universally recognized by clinicians. As an instance, he quoted the fact that according to present day knowledge the chief active principle of the three drugs, belladonna, scopolia and henbane, is hyoscyamine. If a tincture of each be prepared so as to contain the same percentage of alkaloid or alkaloidal content it ought not to be seriously contended that therapeutically considered the three are interchangeable. He did not agree with the statements made that if standardized drugs are used for making the corresponding preparations there is no necessity for standardizing the final products. He cautioned those who deem it sufficient to make their galenicals conscientiously from standardized drugs against neglecting the check provided in each case for determining their strength. From experiments made by him, notably with cinchona bark and opium, he is convinced that, except when the same preparation is made from the same sample and under precisely the same conditions, the resultant product falls outside the limit of standard strength. Moreover it is advisable that standardized preparations when made and put into stock should be of the maximum strength, so as to allow of reduction by precipitation in storage. While definite vegetable principles are in growing demand, yet there is no decline in the use of standardized preparations of drugs. His belief is that the extractive form of galenicals, both solid and liquid, will be increasingly used by the medical profession if pharmacists take pains to equip themselves for the successful investigation of problems connected with the chemistry of drugs.

#### BEYOND THE BOURNE.

In concluding, President Naylor made feeling reference to fellow workers who had died during the year. He singled out for special mention Dr. Albert B. Prescott and Prof. Charles R. C. Tichborne. Of Dr. Prescott, Mr. Naylor said:

Dr. Albert B. Prescott was enrolled among us as an honorary member. Chief of the offices he filled during a long and useful life were those of Dean of the School of Pharmacy of the University of Michigan, president of the American Pharmaceutical Association and president of the American Association for the Advancement of Science. His many years of fruitful service on the Committee of Revision of the United States Pharmacopœia and his numerous and valuable investigations in connection with the production of successive editions of the volume would alone establish his claim to front rank among the pharmacists of his generation. He will be long remembered for his researches on the chemistry of drugs, especially in relation to the isolation and purification of vegetable alkaloids. He was a high-souled man, an able investigator, a diligent worker, a keen observer and a generous contributor to pharmaceutical and chemical literature. The words of fraternal greeting he addressed to us at our annual gathering four years ago still linger gratefully in our memory.

Professor Tichborne was a licentiate of the Royal College of Surgeons of Ireland, a member of the General Medical Council, an examiner of Dublin University and a public analyst. He was a vice-president of the conference and was president of the Pharmaceutical Society of Ireland for five years. Mr. Naylor referred to Professor Tichborne's accomplishments as a pharmacist in particular, paying a graceful tribute to his competency. In conclusion, he said that "a study of the individual researches of these men has forcibly impressed me with the thought that they were distinctly of an order that the conference exists to promote."

One of the best papers in the conference was that of Dr. Dixon, an assistant professor at Cambridge University. It was on the

#### PHYSIOLOGICAL STANDARDIZATION OF DRUGS.

In a well argued lecture (he spoke from notes only, having prepared no paper) he endeavored to show the value and importance of physiological standardization—or biochemistry, as he called it—as applied to certain drugs. Not only was it advisable, but he contended absolutely necessary, in many instances. The B. P. admits the value of the qualitative use of physiological tests in the case of atropine where it is stated that a small quantity dilates the pupil. He pointed out the advantages of experimenting on animals to obtain fairly accurate results of the therapeutic action of drugs. He mentioned three drugs—digitalis, ergot and cannabis indica—as particularly in need of biochemical standardization. He did not agree that the present method for the standardization of ergot is the right one. The method is to inject the ergot into a rooster and gangrene of the comb and wattles supervenes. A better test would be that of blood pressure. Other drugs also mentioned by Dr. Dixon as in need of physiological standardization are lobelia (the alleged active principle of which he has found to be inactive), extract of male fern and grindelia.

The long and closely followed discussion which ensued showed that the subject was one of acute interest. Frank H. Lescher, a veteran London wholesale druggist, agreed that physiological standardization was a step nearer purity in drugs. He had seen in the United States many physiological laboratories for carrying out the biochemical research advocated by Dr. Dixon. Cold water was thrown on the suggestions by Dr. Symes, of Liverpool, a well-known British pharmacist. Dr. Symes was not convinced that animals are sufficiently constant for accuracy in results, and he deprecated the habit of inflicting useless pain on animals for uncertain ends. Thomas Maben agreed that physiological standardization was increasingly necessary, but disagreed with Dr. Dixon regarding the value of the present tests for ergot. He blamed the Government for refusing to allow private firms or others to institute physiological research laboratories, thus retarding the advance of standardization. John R. Hill, assistant secretary of the Pharmaceutical Society at Edinburgh, did not like the idea of unrestricted experiments on animals, but suggested that a national institution for physiological standardization might be established to issue certificated preparations. William Mair, of Edinburgh, said that although there were many institutions such as those mentioned by Mr. Lescher in America, the compilers of the United States Pharmacopœia had not ventured to adopt any physiological methods.

#### ESSENTIAL OILS OF THE U. S. P.

In this paper John C. Umney and Charles T. Bennett referred to the gratifying reflection of the most recent researches in the systematic study of essential oils to be found in the new United States Pharmacopœia. With regard to the new



temperature for specific gravities (25 degrees C.) they said it was convenient for the United States and would possess some advantages in summer, but not in other seasons. Optical rotations are given for most oils; these, with other physical constants, form an excellent criterion of purity in the absence of quantitative methods for the determination of the important constituents of an oil. After referring to the almost complete abandonment of the solubility tests in such liquids as glacial acetic acid and carbon bisulphide, the authors went on to say that the most important feature is the introduction extensively of the valuation of essential oils by their important constituents and the inclusion of processes for the valuation of most oils where the medicinal or odor value depends on a single body. These processes are on the whole well selected for medicinal purposes. The omission of the oils of bergamot, orange flower and bay was commented on, but surprise was expressed by the authors that two oils practically unknown in British pharmacy are still retained—oil of chenopodium and oil of erigeron. The additions—vanillin, benzolc aldehyde (replacing essential oil of almonds), safrol (for oil of sassafras)—were then referred to, the comment made being that the U. S. P. does not follow the lead of the P. G. in introducing chemical constituents of volatile oils under the names of the oils themselves. The inclusion of precise instructions as to the material for distillation, etc., having been commended, the authors in speaking of the recognition of the rectification of essential oils said reference to the monographs on the oils of caraway, eucalyptus, etc., showed that in each instance the oils intended to be official are not the simple primary distillates, but oils rectified by steam distillation, and thus to some extent fractionated. The instructions as to storage were regarded by Messrs. Umney and Bennett as admirable, and they summed up by saying that viewed all round there could be no question that the monographs were in themselves models of what such monographs intended for guidance in medicine should be, and they were likely to be of great value to all manufacturing pharmacists and to those who handle essential oils and record the principal features in a concise form for judging purity and value. The authors then proceeded to explain and criticise each of the monographs in detail.

E. T. Brevis, an essential oil expert, was the only member of the conference who spoke on this paper. He said the inclusion of oil of cloves as well as eugenol was wise, as eugenol has little odor. He agreed in the main with the specific gravities of the essential oils mentioned in the U. S. P. as coming practically to the same as those of which he had had experience.

Another paper of special interest was by William Garsed on

#### ACID QUININE HYDROCHLORIDE.

He gave details of the analysis of five samples of this salt, which led to the conclusion that the commercial article is practically an anhydrous salt, being devoid of the three molecules of water given in the pharmacopœial formula ( $C_{20}H_{24}N_2O_2 \cdot 2HCl \cdot 3H_2O$ ). He recommended that the pharmacopœial tests for the presence of neutral hydrochloride should be made more precise. E. F. Harrison said in the course of the discussion that a method of titration which he uses is to precipitate the alkaloid in acid solution with iodine. A variable quantity of periodate is formed, but always an equivalent of acid, which is titrated, using methylorange as indicator. David L. Howard in the course of his remarks said the acid hydrochloride of quinine is increasing in importance, especially on the Continent, where it has almost replaced the hydrochloride and sulphate, because of its extreme solubility. He was surprised to learn that the salt had been found to be anhydrous. He much preferred gravimetric to volumetric tests for quinine.

Then F. H. Alcock, a well-known Birmingham pharmacist, analyst and tutor, read two papers, one on Compound Tincture of Gentian, the other on The Ash of the Gum of Myrrh. They were read one after the other and are summarized thus:

#### MYRRH AND GENTIAN.

F. H. Alcock obtained a large quantity of the gum left after making tincture of myrrh and examined the ash, the gum

being previously free from traces of resin. A qualitative examination showed a relatively large quantity of magnesium compounds in addition to calcium salts. The remainder was made up of alkali, with traces of other radicals. The results seem to indicate that the determination of the amount of magnesium salts in the ash of myrrh gum might prove to be an important test for admixed gums in genuine myrrh, especially in the form of powder.

The total solids in compound tincture of gentian have shown so much variation with different investigators that Mr. Alcock endeavored to discover the cause. A quart batch was made in accordance with official directions and at the end of the prescribed period of maceration 10 Cc. yielded 0.46 Gm. of solids. Eight days afterward the same quantity gave 0.482 Gm., and three and one-half months after it yielded 0.478. A simple tincture of each ingredient was then made. The cardamom tincture yielded 0.004 Gm. of solids per 10 Cc., tincture of English cut orange gave 0.135 Gm. and gentian 0.415 Gm. At the end of a month the same figures were obtained. He concluded that the gentian is the cause of variation and advised a careful selection of commercial gentian if concordant results are to be obtained and some better method of disintegration is necessary. Powdered gentian should be avoided.

The third session was instituted by a paper on

#### COMMERCIAL CONCENTRATED INFUSIONS

by R. H. Cripps, showing their variability in constitution. Calumba gave 1.8 to 3.3 per cent. of extractive; cascarella contained in five out of eight cases less than 0.1 per cent. instead of 0.7 per cent. bitter principle as required; gentian should have 9.2 per cent. of extractive, but half of the commercial specimens examined contained only about one-third of that quantity. Cinchona varied from 0.23 to 0.81 per cent. in alkaloids; quassia yielded 0.04 to 0.74 per cent. extractive, the normal being 0.22. The paper gave rise to a lengthy discussion, the predominant opinion being that the concentrated infusions, although convenient, were unsatisfactory. The title "infusion" as applied to these concentrated liquors was a misnomer, and it was stated definitely that all conscientious pharmacists would use the fresh infusion in preparing a prescription, and the fresh only.

#### THE BEST SOLVENT FOR CAPSICUM.

A. W. Gerrard contributed a helpful paper on The Pharmacy of Capsicum, which showed that 90 per cent. alcohol and not ether, as at present indicated, is the best solvent for capsicum.

#### THE PHARMACY OF PAREGORIC.

A valuable paper on Compound Tincture of Camphor was contributed by F. C. J. Bird, one of the best of the younger generation of conferencers. The point of Mr. Bird's contribution was that the quantity of tincture usually purchased by Food and Drugs Act inspectors is too small for the B. P. tincture of opium assay process to be employed, and therefore many samples might be condemned as destitute of morphine and prosecution follow. Mr. Bird described a method whereby the presence of morphine may be conclusively demonstrated with from 2.5 to 10 Cc. of tincture. The method is as follows:

Take compound tincture of camphor 10 Cc., evaporate to dryness on a water-bath, take up with dilute alcohol and a minute drop of acetic acid, evaporate again to dryness, and dissolve the residue in 2 Cc. distilled water (one drop of this solution tested with Mayer's solution should give a copious precipitate). Filter the aqueous solution and wash the filter with distilled water. Transfer to a small separator and extract with hot amylc alcohol and a few drops of a saturated solution of potassium carbonate. Separate the amylc alcohol and wash the same with  $\frac{1}{2}$  Cc. distilled water. Repeat the amylc extraction twice and evaporate the mixed amylc extracts on a water-bath to dryness (the amylc residue from a genuine tincture is, at this stage, brownish yellow, but if no opium is present nearly colorless). Dissolve the amylc residue in 2 Cc. distilled water and 4 drops of dilute hydrochloric acid. Filter the solution through a tiny filter, with a little pulverized talc to remove color, until perfectly bright and wash the filter with distilled water. Extract the clear aqueous solution in a separator with 4 Cc. hot amylc alcohol and sufficient powdered ammonium bicarbonate to make alkaline, and repeat the extraction twice with successive 2 Cc. quantities of hot amylc alcohol. The mixed amylc extracts should be quite colorless and measure 8 Cc.

Evaporate 2 Cc. of the amylc extract to dryness in a very small glass basin, concentrating the residue on one spot, place on a white surface, and moisten the residue with a very dilute solution of neutral ferric chloride. A perfectly distinct dirty blue coloration characteristic of morphine should appear.

Another 2 Cc. evaporated in a similar manner should afford an orange-yellow color with nitric acid.

The importance of Mr. Bird's contribution to the pharma-

cists of the country was dilated upon by Richard A. Robinson, president of the Pharmaceutical Society; Dr. Symes, W. S. Glyn-Jones and others.

Next year's meeting of the conference is to take place in Birmingham, when Mr. Naylor will again be president. There were over 250 in attendance at the Brighton convention, which was a great success socially as well as scientifically. There were many smoking concerts and dances during the four days of the meeting, varied by sea trips to Eastbourne and visits to local objects of interest. An all-day excursion was made on Thursday to Arundel, the seat of the Duke of Norfolk, the castle being one of the finest examples of baronial architecture in the country.

### THE LEWIS AND CLARK PHARMACEUTICAL CONGRESS.

Proceedings of the Congress Held at Portland, Ore., September 12, 13 and 14, 1905.

Portland, Ore., July 18.—The American Inn, situated in the Exposition grounds, was selected as the headquarters of the congress. According to the programme issued in June the opening general session was to have taken place July 11 at 10 a.m., but owing to transportation difficulties the officers of the congress did not arrive in Portland until late in the evening. The opening session was therefore postponed until Wednesday morning, July 12.

The opening sitting was called to order by W. M. Searby, the temporary president, who briefly outlined the purposes of the organization. He then appointed a committee, consisting of C. S. N. Hallberg, of Chicago; J. M. A. Laue, of Portland, and A. Schneider, of San Francisco, to nominate officers of the congress, the committee to report at the following sitting.

#### TO ORGANIZE THE PHARMACISTS OF THE PACIFIC COAST.

Most of the time of the opening sitting was taken up with the discussion of the feasibility of organizing the pharmacists of the Pacific Coast, the chair explaining at considerable length the advisability of forming such an organization. It was suggested that the organization should be along the lines of the American Pharmaceutical Association, without, however, in any way interfering with that body. The suggestion that annual sessions be held caused considerable discussion, some preferring triennial or biannual sessions. The principal causes which might prevent the success of annual sessions were stated to be the high priced, slow and otherwise defective and unsatisfactory means of inland transportation. The chief argument against the triennial sessions was that the long intervals would cause a waning of interest and it would be difficult to maintain a complete and continuous report of pharmaceutical progress.

Owing to the lateness of the hour it was decided to omit the reading of other papers, and the sitting was adjourned.

#### OFFICERS OF THE CONGRESS.

In the afternoon the meeting was called to order in Room 13 of the Atkinson School Building. The report of the Nominating Committee was called for and the chairman, Prof. C. S. N. Hallberg, responded with the following nominations: For president, W. M. Searby, of San Francisco; for vice-president, J. M. A. Laue, of Portland; for secretary, A. Schneider, of San Francisco; for treasurer, J. H. Dawson, of San Francisco. This report was adopted by a unanimous vote and the officers nominated were declared elected.

#### PAPERS AT THE AFTERNOON SITTING.

After a brief address by the presiding officer the reading of papers was called for. Owing to indisposition on the part of S. A. McDonnell, who contributed the paper entitled Price Cutting and Competition, J. M. A. Laue was called to the chair and the paper read by W. M. Searby. The discussion which followed was led by Mr. Laue and Dr. W. I. Cattel. Mr. Laue, while opposed to price cutting, stated that the nature and extent of the substitution evil depended upon location of store, local environment and similar conditions.

The second paper, entitled Plant Morphology and Taxon-

omy, by Prof. Henry Kraemer, of Philadelphia, was read by E. L. Newcomb, also of Philadelphia. This was a very complete paper, treating the subjects historically, and showed very careful work on the part of the author.

The next paper, on the Manufacture of Pharmaceutical Preparations, by A. C. Zeig, of the National Pharmacy Company, of San Francisco, was read by Dr. J. A. Smither, of San Francisco.

The fourth on the programme was C. S. N. Hallberg, of Chicago, who read in condensed form his paper on Pharmacy and Dispensing. He embodied in it an extract from the report of the Council on Pharmacy and Chemistry of the American Medical Association, dealing with the advertising of proprietary medicinal preparations in the journal of the association. He moved the appointment of a committee of five to formulate a set of resolutions voicing the sentiment of the Lewis and Clark Pharmaceutical Congress with regard to the present status of pharmacy. The chair appointed on this committee C. S. N. Hallberg, chairman; J. M. A. Laue, A. Schneider, F. W. Nish and W. I. Cattel.

Two abstracts of papers by Lyman F. Kebler, of the Bureau of Chemistry of the United States Department of Agriculture, were read by the secretary. One was of a paper entitled The History and Present Status of Drug Analysis, the other on the Source, Supply and Purity of Drugs and Chemicals.

#### THIRD SITTING.

At the third sitting, on Thursday morning, the congress was called to order at 9.30 o'clock. After the minutes of the previous meeting had been read and approved, J. M. A. Laue moved that the chair appoint a committee of three to draft a set of recommendations and formulate a tentative plan of organization of the Pacific Coast pharmacists, to be submitted for modification, approval and action before the sessions of the Washington and Oregon State Pharmaceutical associations, to be held at the Breakers Hotel, Long Beach, Wash., July 18, 19, 20 and 21, 1905. The chair appointed J. M. A. Laue, W. B. Bonney and G. T. Ketcheson and announced that two additional members would be appointed later.

#### OTHER PAPERS READ AT THE MEETING.

After some discussion of matters pertaining to the proposed scheme of organizing the Pacific Coast pharmacists, additional papers were read. W. M. Searby read an abstract of a paper on Pharmaceutical Education of the Pacific Coast, which was followed by a discussion in which S. A. McDonnell, C. S. N. Hallberg and others took part. This was followed by a paper on Pharmaceutical Education, by Prof. F. J. Wulling, of Minneapolis, Minn., which was read by the secretary. A paper on the Cultivation of Cinchonas in California, by the secretary, was read in abstract. A paper on Mercurial Poisoning from Amalgam Used in Filling Teeth, by Dr. E. H. Bartley, of Brooklyn, was read by the secretary.

The following papers were announced and read by the secretary:

Retail Pharmacy and Store Management, by H. P. Hynson, of Baltimore; Pharmaceutical Jurisprudence, by H. R. Wiley, of San Francisco; abstract of a paper on Formularies, National and International, by Wilbur L. Scoville, Boston; American Codliver Oil, by L. M. Tolman, United States Bureau of Chemistry; The History and Present Status of Food Analysis, by W. D. Bigelow, Chief of the Bureau of Chemistry, and Experimentation on the Toxicity of Carbolic Acid, by A. H. Brundage, of Brooklyn, N. Y.

#### RESOLUTIONS BY MR. HALLBERG.

C. S. N. Hallberg then presented the following statement and resolutions:

Pharmacy on the Pacific Coast shares the untoward conditions pertaining to pharmacy throughout North America. There, as elsewhere, the vocation of pharmacy is envired and its progress retarded by the issues of trade and commercial competition, and its professional status affected by the two standards of education and legislation. This congress of pharmacists, assembled in Portland, Ore., during the centennial of Lewis and Clark, having considered the issues involved and the resulting conditions, respectfully submits the following resolutions as the result of its deliberations:

1. *Resolved*, That a higher standard of education should be required for admission to pharmacy; (a) that registration of apprentices should be required and that graduation from high school or its equivalent examination should as soon as practicable be the minimum standard for such registration; (b) that graduation from a school or college of pharmacy should be required for eligibility to examination for registration and license as pharmacists; (c) that an apprenticeship or service in pharmacy of at least two years should be required for registration as pharmacist.

2. *Whereas*, Pharmaceutical legislation should be reformed so as to better and more fully protect and serve the public and the medical profession in the preparation, compounding and dispensing of drugs, chemicals and medicinal substances,

*Resolved*, That the fundamental object and purpose of legislation can only be secured by (a) fostering pharmaceutical education through local and State support of pharmaceutical colleges and schools by liberal patronage and necessary financial appropriations by the legislatures and general assemblies.

3. That the pharmacy laws should be entirely reconstructed. (a) In classification of establishments into (1) first class, or pharmacies; (2) second class, or drug stores for smaller places; (b) in classification of drugs, chemicals and medicinal articles so as to afford better distinction and differentiation of the different establishments (indicated in a).

4. *Whereas*, The relations between the pharmaceutical and medical professions are not what these should be of two so closely related vocations,

*Resolved*, (a) That the medicinal articles of the United States Pharmacopœia Formulary afford practically all the medicinal or therapeutic agents in their various forms that may be required by the most exacting and progressive physician; (b) that it is the pharmacist's privilege and function to prepare, compound and dispense these articles; (c) that proprietary articles, if used at all, should be only such as conform to the requirements of the rules of the Council on Pharmacy and Chemistry of the American Medical Association; (d) that whenever possible the repetition of physicians' prescriptions, at least those containing potent agents, should be avoided except on the prescriber's order; (e) that the relations of physicians and pharmacists should be those of specialists, each in a separate branch of medical science. They should be professional in its highest and truest sense, without any commercial or degrading alliances; (f) that the natural materia medica should be exploited so that medicine may secure the wondrous boon of medicinal agents of the highest therapeutic value; and pharmacy and the public may escape the dangers of phenol and other coal tar by-products of foreign dye works which have been exploiting the American public.

(Signed)

C. S. N. HALLBERG,  
JOHN M. A. LAUE,  
A. SCHNEIDER.

#### ADJOURNMENT OF THE CONGRESS.

The resolutions were unanimously adopted and ordered to be spread on the minutes. It was voted that the papers submitted to the Lewis and Clark Pharmaceutical Congress be the property of the contributors, and that they be held by the secretary subject to the order of the contributors.

The business of the congress was then completed and it was adjourned *sine die*.

#### South Carolina Association.

The twenty-ninth annual meeting of the South Carolina Pharmaceutical Association was held at White Stone Springs, July 26-27, under the presidency of J. C. Mace, of Marion. The following officers were elected at the second day's sitting: President, C. A. Milford, Abbeville; first vice-president, H. E. Heinitsch, Jr., Spartanburg; second vice-president, C. M. Miller, Laurens; secretary and treasurer, Frank M. Smith, Charleston; solicitor, J. E. Burke, Charleston; assistant solicitor, Wm. Elliott, Jr., Columbia; member of Examining Board, O. A. Matthews, Bennettsville.

The following committees were appointed to serve for the ensuing year: Finance—D. P. Frierson, chairman; A. P. Almar, W. H. Ziegler. Legislative—O. Y. Owings, chairman; E. L. Wingfield, L. C. Lipscomb, M. H. Sandifer, Frank M. Smith. Scientific Papers—J. C. Mace, chairman; S. M. Craig, Robert Mayes. Entertainment—H. E. Heinitsch, Jr., chairman; W. G. Tolleson, C. E. Rowe, A. J. Geer, Arthur Irwin, B. R. Mendenhall. Delegates to the A. Ph. A.—A. E. Thomas, W. L. Speissegger, W. R. Zemp, W. J. Lunney.

The following new members were elected: G. S. Cuthbert, Summerton; F. M. Ellerbee, Jonesville; A. C. Doyle, Orangeburg; T. B. Smith, Charleston; Hazard Reaves, Orangeburg; A. F. Doty, Sumter; C. P. Pelham, Newberry; J. N. Littlejohn, Gaffney; C. M. King, Columbus; H. H. Eubanks, South Carolina; F. J. Jameson, Camden; R. T. Goodale, Camden; J. H. McLaurin, Dillon; H. H. Hill, Darlington; E. L. Smith, Spartanburg; C. E. Wood, Roanoke, Virginia; C. H. Parkins, Liberty; H. H. Davega, Anderson; J. Q. Phillips, Clinton; S. M. Craig, Anderson, and McW. Millner, Atlanta, Ga.

#### The Mississippi Association.

The Mississippi Pharmaceutical Association met at Crystal Springs on Monday, July 17. In the absence of the presiding officers the meeting was called to order by Secretary O. W. Bethea, who called on the Rev. S. C. Caldwell to open the exercises with prayer. A. Fly, of McComb, was elected temporary chairman by acclamation. After the minutes of the preceding meeting were read and approved the report of the secretary was read and approved and eighty applications for membership were favorably acted upon.

A Nominating Committee was then appointed, consisting of W. B. McCluney, C. L. Jackson, J. M. Alexander, M. E. Ward and B. L. Clark, who brought in nominations for the several offices as follows: For president, A. Fly, McComb City; for vice-president, R. L. Clark, Kosciusko, and J. M. Alexander, Tchula; for secretary, O. W. Bethea, Meridian; for treasurer, L. M. Dampeer, Jr., Crystal Springs; for Executive Committee, S. L. Caine, Columbus; James Alford, Wesson, and H. B. Renfro, Hattiesburg. The report of the committee was adopted and the nominees unanimously elected.

Communications were presented from Dr. George F. Payne, Atlanta; Thomas V. Wooten, Chicago; Thomas Voegell, Minneapolis; J. H. Beal, Scio, Ohio; A. T. J. Wallace, Laurel, and Leon Bailey, St. Louis.

The delegates in attendance were M. W. Hyde, Ellisville, representing Southeastern Mississippi Retail Druggists' Association, and O. W. Bethea, Meridian, representing Lauderdale County Pharmaceutical Association.

A motion was presented by O. W. Bethea, of Meridian, and passed, as follows:

That the following standing committees be created:

(1) Committee on Deceased Members, whose duty it shall be to collect all information relative to deaths in our association and present at the next meeting a brief sketch of the deceased and resolutions, etc., when thought advisable.

(2) Committee on Adulterations, whose duty it shall be to collect all information relative to this class of troubles in the State, their origin, etc., and make annual report.

(3) Committee on Entertainment, whose duty it shall be to co-operate with the local secretary in providing entertainment for the annual meetings.

(4) Committee on Papers and Queries, whose duty it shall be to appoint members to present original papers and to conduct and stimulate original investigation.

(5) Committee on Proceedings, whose duty it shall be to investigate and take what steps they think advisable relative to publishing in pamphlet form the proceedings of this and subsequent meetings and employing a competent stenographer to take down the proceedings.

W. B. McCluney made a speech on the cut price evil, and M. W. Hyde discussed association work and the N. A. R. D. L. N. Dampeer addressed the members and extended an invitation to the association to meet again next year at Crystal Springs. The treasurer's report was read by the secretary and showed a balance in the treasury of \$172.60. Crystal Springs, Biloxi and Gulfport were mentioned as places of meeting next year. Upon a motion being made to leave the decision to an open ballot this was done, and resulted in favor of Crystal Springs.

On motion the exact date was left to the Entertainment Committee, who were instructed to select the most interesting time of the Chautauqua next summer.

**Oregon Association's Convention.**

Portland, Ore.—August 11.—The members of the Oregon Pharmaceutical Association who attended the joint convention at Long Beach with the Washington Association held a joint session on the way up. J. M. Riden, Portland, spoke on Ethics in Pharmacy; J. A. Clemenson, of this city, on The Evil of Substitution; P. Jensen, Tacoma, on The Evils of Narcotics, and Frank Pozzi, of this city, on The Emulsion of Quinine. Officers elected for the Oregon Association are: President, Frank P. Pozzi, Portland; first vice-president, J. M. A. Lause, Portland; second vice-president, Frank Hart, Astoria; third vice-president, C. I. Clough, Tillamook; secretary, A. W. Allen, Portland; treasurer, Z. J. Riggs, Salem; historian, Dr. W. I. Cottel, Astoria.

**Tennessee Association Elects Officers.**

Bon Aqua Springs, Tenn., August 11.—Officers of the Tennessee Pharmaceutical Association have been elected as follows: President, T. J. Shannon, of Sharon; first vice-president, J. C. Ammons, of Gleason; second vice-president, Miss Cook, Nashville; third vice-president, F. W. Smartt, Wartrace; secretary, E. F. Trolinger, Nashville; treasurer, J. A. Loyd, Pulaski.

**Papers Wanted for the Atlantic City Meeting.**

The commercial section of the American Pharmaceutical Association is desirous of justifying its existence, according to a card issued by the chairman, and to this end has invited papers from members or prospective members of the association on topics having commercial bearing on the drug business. Papers containing suggestions or plans whereby the drug business may creditably be made more profitable without an undue and disproportionate outlay of capital or labor or both will be appreciated. The following list of subjects is suggested:

1. Is there a tendency toward fewer and larger drug stores, and if so is this desirable?
2. Granting that it is necessary for the pharmacist to handle ready-made medicines (patents), should he become the manufacturer of them himself and make his store their habitat, or "farm out" this business?
3. Can a dealer who ambitiously tries to become a merchant also hope to be known as a professional man?
4. Viewed from its commercial bearing upon the drug business, is it desirable for those now in the business or who may embark in it hereafter to have prerequisite laws enacted in the various States?
5. Is it not the exceptional case when a drug store of any size can exist on the business of physicians' prescriptions and sick-room merchandise alone?
6. Should the commercial section of the A. Ph. A. be abolished entirely, or receive more attention from members of the association?
7. To what extent may the pharmacist extend his commercial activities?

Papers on the last named query are especially invited for the reason that just at present the druggist is urged on the one hand to become a better merchant, while from other quarters he is criticised for overactivity and told that if he seeks the patronage of professional men or the more discriminating class of the laity he must do so on his professional attainments and not as a commercial man.

All papers should be sent to Chas. R. Sherman, chairman, 102 South Sixteenth street, Omaha, Neb., or Robert C. Rellly, secretary, 3300 Meremac street, St. Louis, Mo.

**The St. Louis Party for the A. Ph. A. Convention.**

The delegation from the territory tributary to St. Louis will leave Union Station, Saturday, September 2, at 1.02 p.m., over the Pennsylvania line, arriving at Philadelphia at 3.20 p.m. Sunday. At that point those who desire can take a 4.30 train for Atlantic City, arriving at 5.45 p.m., and those who prefer may remain in Philadelphia until evening, taking the train at 7.14, or even later. The round trip from St. Louis to Atlantic City and return, on the certificate plan, will cost \$29.66. Pullman sleeper each way costs \$6. Persons desiring to join the St. Louis party should address C. C. Curtice, district passenger agent, Seventh and Olive streets, St. Louis, for sleeper reservations. Any additional information that may be needed can be obtained from Dr. H. M. Whelpley, 2342 Albion place, St. Louis, member of the Committee on Transportation.

**THE N. A. R. D. SITUATION.****Statement by Colonel Duple—Progress of Organization Work—The Delegation from New York to the Boston Meeting.**

The N. A. R. D. now has only three men at work in the local field. Two of these are continuing the work of organizing, while the third is engaged principally in running down complaints that reach the local headquarters of the association of violations in different sections. Comparatively few of these complaints prove upon investigation to have been well founded. As has been the case in the past, many of the alleged irregularities complained of have been found to be based merely on rumors which are not confirmed before they are forwarded to N. A. R. D. headquarters in this city.

**A BROOKLYN INSTANCE.**

One instance might be cited of a reported bad state of affairs among the Brooklyn department stores. The N. A. R. D. representative investigated the complaint and found that while a certain store was cutting on Peruna the price had been put up to 73 cents, against a much lower figure which prevailed before the present campaign was started. The goods which were being sold at that price were mutilated. Other stores in that borough were getting the full price of 83 cents, while other contract proprietary goods were noticeably absent from the stock of stores which have not yet come into line. The situation in Brooklyn generally is reported as very satisfactory.

**PROGRESS OF ORGANIZATION WORK.**

In New York the work of organizing the remaining districts continues slow, and not much progress is expected until fall. There are four sections yet to be organized—namely, districts 1, 2, 3 and 4, or what have been termed the "Battery districts." It is almost impossible to get a representative attendance of druggists in any section during the summer owing to the fact, among other things, that many druggists are either away on their vacations or are short of clerks, a condition that will probably continue to exist until next month at least. A meeting was held recently in the seventh district and an organization perfected, this district being the latest to come into line and organize. There are a number of districts where organizations have been formed, but the organizations are still very weak and will require strengthening later.

**THE M. A. R. D. AND THE DRUG MERCHANTS' ASSOCIATION.**

So far as can be learned there have been no new developments recently in the relations between the M. A. R. D. and the Drug Merchants' Association. As previously noted in these columns considerable price cutting has been going on among members of the latter organization, and on the goods of proprietors who have adopted the direct contract and serial numbering plan. With the exception of two department stores the members of the Drug Merchants' Association, it is said, have signed the Peruna contract and are faithfully enforcing its terms. It is understood to be the policy of the Drug Merchants' Association to see how the plan works with one article, Peruna, before deciding what policy to pursue with regard to the other contract goods. The St. Louis Club is continuing its active co-operation with the M. A. R. D. in this city. Messrs. Gregg and Pease have been looking after the club's interests here recently.

**MEETING OF THE EXECUTIVE BOARD OF THE M. A. R. D.**

The Executive Board of the M. A. R. D. met last week with the chairmen of the various district organizations to consider, among other things, the selection of delegates from Greater New York to the N. A. R. D. convention in Boston next month. A general meeting of the M. A. R. D. will be held early in September, prior to the meeting of the National Association, when final action will be taken on this matter.

**COLONEL DUBLE DISCUSSES THE SITUATION.**

In speaking of the work now in hand and that mapped out for the balance of the summer, Colonel Duple said to a representative of the AMERICAN DRUGGIST:

"While the work so far this summer has necessarily been

slow we have made satisfactory progress, and as much as could be expected under existing conditions. So many druggists have either been out of town or have been short of help that it has been impossible to get them together in representative meetings, except in a few instances. From now until fall particular attention will be given to strengthening weak spots and getting things in such shape that when the M. A. R. D. meets in the fall we will be able to show the excellent results accomplished so far."

#### THE PERUNA-McKESSON CASE SETTLED.

**McKesson & Robbins Restored to Favor—But the Terms Are Staggering—Cash Indemnity for the N. A. R. D. and Loveland—All Litigation Suspended and Harmonious Relations Re-established—End of a Historic Case.**

The controversy between McKesson & Robbins, the well-known wholesale drug firm of this city, and the Peruna Drug Mfg. Company has at last been settled. The firm's name has been removed from the restricted or "cut off" list published by the Roanoke Agency; interests concerned have been notified by the Peruna Company and by the N. A. R. D. that the trouble has been adjusted; the carload of Peruna (which precipitated the controversy) shipped by McKesson & Robbins to C. H. Loveland, a comparatively small retail druggist of Binghamton, N. Y., has been returned to the New York jobbing house, who in turn remitted to Loveland the \$5,000 he paid for the goods; in addition to this Loveland was paid a substantial sum as a part of the settlement, and after numerous conferences the somewhat complicated litigation has been dropped and all actions at law relating to the case, and to which McKesson & Robbins were made parties, have been discontinued.

#### HISTORY OF THE CASE.

This brings to an end one of the most interesting and perhaps the most important case with which the three allied branches of the drug trade have had to deal since the direct contract and serial numbering plan was put into effect here. As already indicated, the trouble arose over a transaction that McKesson & Robbins had with C. H. Loveland, of Binghamton. The latter, it seems, placed a number of orders for Peruna with the New York jobbing firm, and finally ordered a full carload. According to McKesson & Robbins, the Peruna Company, in reply to the former's inquiry, said that Loveland's name was in the Peruna Company's February book, and there was no reason why McKesson & Robbins should not sell him Peruna. It appears, however, that at that time the amount of Loveland's purchase was not made known to the Peruna Company. McKesson & Robbins accepted the order, received cash payment, allowed freight charges and sent the bill for the latter to the Peruna Company. It was upon the receipt of this bill for freight charges that the trouble started, the Peruna people having discovered that a carload had been shipped to a druggist whose business needs did not warrant the purchase of any such quantity at one time. It was suspected that Loveland was acting simply as a cover or an intermediary for some concern which could not get the goods in any other way. Investigation showed that Loveland had reshipped the goods to M. W. Chambers, of Canton, Ohio, for John D. Park, Sons & Co., of Cincinnati.

#### THE EFFORTS TO STOP DELIVERY OF THE GOODS.

The Peruna Company at once began proceedings to stop the delivery of the goods and to prevent them from reaching Park, Sons & Co. Loveland and others back of him in the deal also took legal steps to block any interference, but the Peruna Company finally got out an injunction which prevented the delivery of the carload of Peruna and also its distribution to any firm or firms not under contract to maintain its prices. It was claimed that McKesson & Robbins as well as Loveland violated the terms of their contract with the Peruna Company. The N. A. R. D. took an active part in the affair, owing to its co-operation in enforcing the direct contract plan; much attention was given to the matter in "Notes" and circulars recit-

ing the facts in the case, and holding McKesson & Robbins responsible for the trouble, were sent by the N. A. R. D. to druggists throughout the country.

#### EFFORTS TO ADJUST THE MATTER.

The matter would have been adjusted long ago had it not been for the difficulties encountered in settling the litigation. Many conferences were held by representatives of McKesson & Robbins with the Peruna Company, the N. A. R. D. and Loveland. Frank E. Holliday, vice-chairman of the Committee on Proprietary Goods of the N. W. D. A., who recently arrived here, having been assigned to the New York district in connection with the work of the Proprietary Committee, the N. A. R. D. and a local committee of jobbers, also conferred with McKesson & Robbins and others, and used his best influences to bring about a settlement.

The exact terms of the settlement have been carefully guarded by the parties directly involved. John McKesson, Jr. said that the trouble had been satisfactorily adjusted, and that there would be no more litigation; as to the terms of peace he was silent. At the local headquarters of the N. A. R. D. the same reticence was observed, and Lee M. Evans, the local representative of the Peruna Company, when questioned said he had not yet received details from a perfectly reliable source.

#### TERMS OF THE SETTLEMENT.

The AMERICAN DRUGGIST is able, however, to state that in order to effect a settlement and put an end to the litigation McKesson & Robbins not only paid back the \$5,000 to Loveland, but gave him \$3,000 to boot, and agreed to pay all costs of actions at law that had been started or were then pending. Loveland, according to the AMERICAN DRUGGIST's informant, demanded \$5,000, but McKesson & Robbins refused to pay this amount, and \$3,000 was finally agreed upon. Just what the costs of the litigation, storage charges on the carload of Peruna, etc., will be has not yet been determined, but will probably amount to no small sum. Furthermore, it is learned that McKesson & Robbins, as a part of the settlement, paid \$500 to the N. A. R. D., presumably to defray expenses incurred by that organization in sending the special circulars to druggists throughout the country. That may or may not have been the purpose of the contribution, but whatever the object the amount was paid.

#### TERMS HARD, BUT—

When asked if, in his opinion, the New York firm had not been "touched" pretty heavily in the settlement, the gentleman on whose authority the foregoing facts are given replied:

"Yes, the terms were rather hard; but McKesson & Robbins, after considering the matter in all its phases, evidently decided that the best thing to do was to pay up and end the whole affair at once. While they probably felt that they stood a very good chance to win in the litigation eventually, the latter would have run along for two years or more; meanwhile they would have been kept on the cut off list with, possibly, much detriment to their business. Besides they no doubt felt, after probing the matter to the bottom, that they should have exercised more care in shipping such a large consignment of contract goods to a retailer. This experience has cost them dearly, but the whole matter is now settled to the satisfaction of all concerned, and perfectly harmonious relations have been restored."

#### McKESSON & ROBBINS'S EXPLANATION TO THE N. A. R. D.

The final adjustment of the affair is signalized in a letter from the firm of McKesson & Robbins to the secretary of the National Association of Retail Druggists, couched in the following terms:

*To the National Association of Retail Druggists, Thomas V. Wooten, esq., Secretary, etc., 79 Dearborn street, Chicago, Ill.*

GENTLEMEN,—We beg to notify you that all matters of difference between the Peruna Drug Mfg. Company and ourselves have been finally and satisfactorily adjusted, and that the relations which were interrupted during April of this year have been resumed.

It was in the light of facts brought to the knowledge of the members of our firm, upon a searching investigation of the



details of the dealings last March between the Peruna Drug Company, Messrs. C. H. Loveland & Co. and ourselves, that we deemed it proper to apprise your association some weeks ago of the fact that we were convinced that the Loveland transaction was one which was at variance with the long established business policy of this house.

When the matter was first questioned by us last April, the information which was presented from sources which we had been accustomed to credit indicated that we had acted within the spirit as well as the letter of every agreement we had made concerning the sale of proprietaries. It was keenly disappointing to us, therefore, to have discovered that we had for some time been defending a position which, had we known all the facts, we should at once have admitted to be untenable. We immediately set about recovering at any cost the carload of Peruna which we had shipped to Loveland & Co. Our efforts in this direction met with a very determined opposition and it is only this week that we have at last succeeded in so adjusting divers claims and law suits as to get actual possession of the goods in question.

Your association may be assured that our constant effort will always be to foster a reciprocal confidence and helpfulness between this house and the retail trade.

Yours very truly,

McKESSON & ROBBINS.

NEW YORK, August 8, 1905.

#### Siegert Loses in Angostura Case.

J. G. B. Siegert & Sons brought suit against L. Gandolfe & Co. for infringement of their rights by the sale of Angostura bitters other than that made by the plaintiff. The suit was brought in the United States Circuit Court for the Southern District of New York, and was tried before Judge Ray, who on August 4 handed down a decision against the plaintiff, in concluding which the Judge says:

"This Court does not think that the general public inquiring for and desiring to purchase Angostura bitters, whether consumers or dealers, have in mind the bitters made and sold by the complainants. Some do and some do not, undoubtedly, but I do not think the general or prevailing idea or impression is, or even has been, that Angostura bitters are a manufacture of Siegert's exclusively. Such a conclusion is not justified by the evidence. Angostura bark, which is aromatic, is one of the main ingredients of defendant's bitters.

"Carefully considering all the evidence in this case I have arrived at the conclusions: (1) That complainants are not entitled to the use of the word 'Angostura,' in connection with bitters made by them, or otherwise, as a trademark or a trade name; (2) that C. W. Abbott & Co., the firm that makes the bitters sold by defendant, has the right to use the name Angostura in the way it does use it; (3) that complainants have been guilty of such fraudulent misrepresentation in advertising and selling their bitters that they are not entitled to the protection of a court of equity; and (4) that Abbott & Co., whose bitters defendant sells, has not been guilty of any fraudulent conduct or of any acts constituting or making a case of unfair competition in trade.

"The defendant is entitled to a decree dismissing the bill of complaint with costs."

Arthur Furber with William M. Copeland acted as counsel for the plaintiff, and W. Stuart Giboney with John Brooks Leavitt for the defense. It is understood that an appeal will be taken.

#### Preservatives in Soda Syrups Under the Ban.

The Health Department of the District of Columbia has started an investigation of the quality of soda water dispensed by druggists, with special regard to the amount and quality of preservatives used in the different beverages. Since July 10 a large number of samples have been collected and many of these were found to contain salicylic acid, the use of which is prohibited by the Pure Food law passed by Congress February 17, 1898. Other samples were found to contain benzoic acid, but as this acid is not mentioned in the Pure Food law there will be no prosecutions for its use at this time.

#### AT ODDS WITH GOVERNOR DENEEN.

##### Illinois State Board of Pharmacy Opposes His Choice for Secretary.

Chicago, August 11.—Trouble is brewing between Governor Deneen and the State Board of Pharmacy. The Governor is favorably considering the appointment of Senator Frank C. Farnum, of Chicago, as secretary of the board, much to the dismay of its members, some of whom declare they will resign as a protest. They propose to fight the selection of a politician to the place, and have been trying to consult with the Governor about the matter for some time. But they say that Mr. Deneen has manifested no disposition to discuss the question with them.

The Board of Pharmacy being maintained by the druggists of the State, it is a nonpolitical, nonpartisan body; its functions have absolutely nothing to do with the realm of politics, and it is declared that the bestowal of the secretaryship on a political follower would be deeply resented.

The Deneen leaders say, however, that the administration owes Senator Farnum some recognition. The members of the board say they have nothing personal against Senator Farnum, although Mr. Cole and other reform forces back of the Governor have called him hard names, but they do insist that a practical pharmacist is required for secretary. They would like to see Dr. T. H. Patterson, who has been a druggist on the South Side for 35 years, appointed, and if left alone they would name him for secretary.

#### The Perfume Industry.

In a lecture on The Perfume Industry delivered at the School of Higher Commercial Studies, in Paris, by Prof. Eugene Charabot, for a translation of which we are indebted to Edwin H. Burr, the manager of the American branch of Roure-Bertrand Fils, a very interesting review is given of progress in the production of perfumes. Professor Charabot confines himself principally to the perfume industry of Grasse, and he describes in detail the methods employed there for the fixation of the natural perfumes. Of more than ordinary interest is the author's account of the sources of supplies.

The ownership of land in the southeast of France being parceled out, to a great extent, none of the perfume distillers is able to derive his supplies from a single estate. Each receives the produce of several cultivators, the purchases being made partly by contracts drawn up between the floriculturists and the manufacturers, and partly from day to day, according to requirements, at market prices.

The harvest period varies. After the first fortnight of January the violet begins to appear under the shelter of the olive trees, and the plucking is continued until April. The crop of violet is estimated at over 200,000 kilogrammes. With the blossoming of the orange tree at the end of April a period of feverish activity commences in the factories at Grasse, which lasts up to about the middle of June. The rose blossoms principally in May, and is collected simultaneously with the orange, the harvest of rose at Grasse amounting to 1,500,000 kilogrammes a year. Bulgaria produces considerable quantities of roses for the production of otto, but the price of the Bulgarian otto is lower than the otto of Grasse, this corresponding, according to M. Charabot, to a difference in quality. The jessamine plant flowers during the nights of August and September. It diffuses its odor for a great distance, the air in the neighborhood of Grasse being redolent with it. The flowers are plucked at dawn and treated by maceration with volatile solvents and by the process of enfleurage. The tuberose, which flowers at the same time, yields its odor by identical treatment.

Professor Charabot makes mention in his lecture of the contributions of chemistry to the art of perfumery, beginning with the discovery of the artificial preparation of vanillin by Tiemann and Haarmann in 1874. Baur's artificial musk, according to M. Charabot, was nothing more than a simple caprice of chance, different from the case of the discovery of ionone effected in 1893 by Tiemann and Kruger. The various methods of preparing vanillin are touched upon, and other synthetic per-



fume products are mentioned, as heliotrope, terpineol, nerolin, etc. M. Charabot's opinion is that, skillfully used, the artificial perfumery products are capable of increasing the power of the sweetest scents and developing their originality.

**Prof. Tracy E. Clark, D.Sc., M.D.**

In our issue of July 24 we chronicled briefly the appointment of Dr. Tracy E. Clark as professor of physiology and toxicology at the Brooklyn College of Pharmacy to succeed the late Dr. Walter Bryan, and we now have the pleasure of presenting a portrait of Dr. Clark, together with some account of



PROF. TRACY E. CLARK.

his life and career. Born in Pembroke, Genesee County, N. Y., August 13, 1866, Dr. Clark is now in the thirty-ninth year of his age. His qualifications for the teaching of physiology, materia medica and botany (he is also assistant professor of materia medica, botany and pharmacognosy) are exceptional, for he has been a teacher of youth since early manhood. After graduating as Bachelor of Science at Cornell University in 1890, he continued his studies, taking a post graduate course and receiving the degree of D.Sc. He also won a fellowship in zoology and botany, which carried with it the position of instructor in those branches. Upon his marriage, in 1894, Dr. Clark relinquished this position and moved to Brooklyn, where he secured a position as instructor in zoology and physiology at the Boys' High School. While thus engaged he studied medicine at the Long Island College Hospital, and was graduated M.D. in 1900. After graduating he was appointed instructor of chemistry in the college, a position which he still holds. From this record it is scarcely necessary to say that the Brooklyn College of Pharmacy is to be heartily congratulated upon the acquisition of such a teacher.

**For Denatured Alcohol.**

Advocates of the abolition of the tax on denatured alcohol are marshaling their forces for a strong and active campaign to secure favorable action on the matter. A bill providing a system of untaxed denatured alcohol will be introduced in Congress at the coming session. An interesting feature of the movement is the fact that the National Association of Automobile Manufacturers has become actively interested and is supporting the movement. Dr. H. W. Wiley, chief of the Bureau of Chemistry, United States Department of Agriculture, has written a letter on the subject to prominent interests here identified with the campaign. In this letter Dr. Wiley says:

"This is a question in which I am greatly interested, both from the agricultural and economic points of view. I have long

been convinced that the free use of alcohol for technical purposes would not only give immense impetus to manufacturing industries now languishing, but would also prove of great benefit to agriculture by providing an outlet for a great many starchy materials unfit for, or unnecessary to, consumption, and which find a ready market in the form of alcohol for technical purposes. The waste potatoes, or excessive crops of Indian corn, the immense quantities of cassava, yams and sweet potatoes, which can be so easily grown in the South, could be used in this way, but are not well suited for the manufacture of potable spirits. I do not believe there would be any loss of revenue by granting the free use of alcohol in the arts."

**Registered in New Jersey.**

At the recent meeting of the New Jersey Board of Pharmacy certificates were granted to the following:

**Registered Pharmacists.**—J. G. Casey and M. I. Marshak, Bayonne; F. W. Cast, Bridgeton; W. H. Busse, Hoboken; J. H. Griffin, Jersey City; L. Andres, S. Bernstein, I. E. Egge, N. Kessler, D. Samuels, T. Schwartz and B. Tir'co, Newark; E. J. Crammond, Nutley; C. E. Martin, Palmyra; J. F. O'Brien, Passaic; E. L. Magie, South Orange; E. T. Taborelli, West Hoboken; J. B. Heuser, Brooklyn, N. Y.; C. W. Baxter, Newburg, N. Y.; W. N. Bradner, L. Hopp and D. C. Morrill, New York, N. Y.

**Assistant Pharmacists.**—R. W. Abdill, Burlington; L. C. Martin, Camden; J. H. Fekula, Morristown; A. E. Lund, Perth Amboy; L. Lavinson, Trenton; F. W. Gelmer, Vailsburg; W. Major, Philadelphia, Pa.

The next examinations will be held in Trenton on Thursday and Friday, October 19 and 20. Applications for examination should be filed with the secretary, Henry E. Jorden, Bridgeton.

**Death of a Veteran Photographer.**

John Carbutt, who had been prominent in the photographic world for more than half a century, died at his home in Germantown, a suburb of Philadelphia, on July 26. He was born in Sheffield, England, in 1832. He received a chemical education, and when he came to America in 1853 he made scientific photography his life study. He located in Chicago, where, in 1879, he made the first dry plates sold in America, although he had been making them for his own use as early as 1868. At that time he was official photographer for the Canadian Pacific Railroad, which was then in process of construction. He was well known in the field of color photography and was the inventor of the orthochromatic plate. Mr. Carbutt was the first president of the Photographers' Association of America.

**DIED.**

**BAKER.**—In Birmingham, Ala., on Thursday, July 20, Dr. W. F. Baker, of Atlanta, Ga., in the seventy-first year of his age.

**DEAN.**—In South McAlester, I. T., on Wednesday, August 2, E. C. Dean, of Hartshorne, in the thirty-fifth year of his age.

**GRAMBARTH.**—In New Orleans, La., on Monday, July 24, C. F. C. Grambarth.

**HAGAN.**—In Tuscumbia, Ala., on Friday, August 4, B. M. Hagan, of Athens, in the thirty-second year of his age.

**HENRY.**—In Easton, Md., on Saturday, July 15, John C. Henry, in the sixtieth year of his age.

**HILLMANTEL.**—In Milwaukee, Wis., on Tuesday, July 25, Henry M. Hillmantel, in the forty-second year of his age.

**MORTON.**—In Lexington, Ky., on Monday, July 31, Jonathan Morton, in the eighty-fifth year of his age.

**SOHL.**—In Charlestown, W. Va., on Friday, August 5, John Sohl, of Baltimore, Md., in the sixty-fourth year of his age.

**TISCHER.**—In Augusta, Ga., on Wednesday, August 2, Anthony F. Tischer.

**TREFETHEN.**—In Ithaca, N. Y., on Tuesday, July 19, Alphonso J. Trefethen, in the fifty-ninth year of his age.

**WEISE.**—In Milwaukee, Wis., on Saturday, August 5, R. A. Weise, in the seventy-fifth year of his age.

**WESTER.**—In Rome, Ga., on Monday, July 17, Dr. J. T. Wester, Newnan, Ga.

**Advising Physicians of Changes in the Pharmacopoeia.**

The Western Pennsylvania Retail Druggists' Association offers, in its official organ, to send members copies of the following memorandum of changes in the U. S. P. tinctures, printed on thin cardboard, for distribution to physicians. The idea is an excellent one, and worthy of adoption by other local associations:

*Dear Doctor*,—Inasmuch as the new Pharmacopoeia will become official September 1, 1905, and there will be some radical changes in the strength of potent tinctures, we think it wise to acquaint our physician friends with the nature of these changes, in order that they may familiarize themselves with the changed dosages.

In so far as possible the recommendation of the Brussels Conference as to the strength of potent remedies has been followed, and we now have three classes of tinctures, viz:

**POTENT TINCTURES OF 10 PER CENT. STRENGTH.**

|                         |                 |
|-------------------------|-----------------|
| Aconite .....           | (formerly 35%). |
| Belladonna leaves ..... | (formerly 15%). |
| Cannabis indica .....   | (formerly 15%). |
| Cantharides .....       | (formerly 5%).  |
| Capsicum .....          | (formerly 5%).  |
| Colchicum seed .....    | (formerly 15%). |
| Digitalis .....         | (formerly 15%). |
| Gelsemium .....         | (formerly 15%). |
| Hydrastis .....         | (formerly 20%). |
| Hyoscyamus .....        | (formerly 15%). |
| Lobelia .....           | (formerly 20%). |
| Nux vomica .....        | (formerly 10%). |
| Opium .....             | (formerly 10%). |
| Opium, deodorized ..... | (formerly 10%). |
| Physostigma .....       | (formerly 15%). |
| Sanguinaria .....       | (formerly 15%). |
| Squill .....            | (formerly 15%). |
| Stramonium .....        | (formerly 15%). |
| Strophanthus .....      | (formerly 5%).  |
| Veratrum .....          | (formerly 40%). |

**TINCTURES OF 20 PER CENT. STRENGTH.**

|                   |                 |
|-------------------|-----------------|
| Calumba .....     | (formerly 10%). |
| Cardamom .....    | (formerly 10%). |
| Cinnamon .....    | (formerly 10%). |
| Quassia .....     | (formerly 10%). |
| Rhubarb .....     | (formerly 10%). |
| Serpentaria ..... | (formerly 10%). |
| Tolu .....        | (formerly 10%). |

**MISCELLANEOUS TINCTURES.**

|   |                 |
|---|-----------------|
| Gambir compound (catechu compound 5%) ..... | (formerly 10%). |
| Kino 5% .....                               | (formerly 10%). |
| Sweet orange peel 50% .....                 | (formerly 20%). |

**Registered in Indiana.**

A. F. Salla, secretary of the Indiana Board of Pharmacy, has announced the result of the examination held July 13 and 14. Mr. Salla says that there are 4,237 registered pharmacists in the State of Indiana and that all of them but 153 have complied with the recently enacted law which makes it necessary for druggists to register on the first day of July of each year. They have thirty days and these 153 who have failed to register within the required time must now stand another examination. The next meeting of the State Board of Pharmacy, Mr. Salla says, will be held at the State House in Indianapolis, October 11 and 12.

The following is the list of names of those who passed the recent examination:

W. H. Fox, South Bend; Arthur Erpf, East Chicago; P. L. Lockhart, Owensville; A. E. Smith, Logansport; L. W. Gitre, Connersville; Arthur A. Osborne, Terre Haute; F. S. Pence, Connersville; Charles Bush, Lafayette; N. W. Long, Portland; Edward C. Went, Michawaka; H. C. Frigon, Chicago; A. T. Benton, Columbus; E. C. Pierce, Goodland; C. W. McPherson, Hartford City; G. C. Kohl, Mt. Vernon; N. Roy Conwell, Van Buren; J. H. Mundt, Valparaiso; C. W. Schwenger, Otterbein; G. H. Mundt, Valparaiso; Bert Barnhart, Hymers; L. H. Wels, Hammond; H. T. Roger, Silver Lake; Fred W. Neil, New Paris; Walter Shertzer, Bloomfield; R. F. Mayfield, Chicago; K. T. Brock, Indianapolis; Arthur F. Lomel, Lawrenceburg; B. R. Abrams, Butler; Howe Abbott, Crawfordsville; M. L. Roberts, Sharpsville, Pa.

Assistant Pharmacists.—Clifford Hammersley, Clinton; Clyde G. Ritter, Angola; Roy B. Hall, East Lynn, Ill.; L. P. Vanrie, Mishawaka; Roy B. Reeder, Rockville; Ernest Marker, Angola; D. D. Pence, Brazil; H. K. Morgan, Clinton; Burt Raines, Terre Haute; R. Taulman, Croth-

ersville; S. H. Applegate, South Bend; R. C. Perrin, Connersville; J. W. Murray, Connersville; H. B. Fox, Bicknell; R. G. Jennings, Hammond.

**New N. Y. Board of Pharmacy Member.**

Albany, N. Y., August 11.—Notice of the designation of John G. Kreiger, of Buffalo, as a member of the State Board of Pharmacy for the term to begin on December 1 next, has been filed with the Secretary of State. He is to succeed A. M. Palmer as the representative of the druggists of the western section of the State, the term of Mr. Palmer expiring this year.

**The N. Y. S. P. A. Proceedings.**

The printed volume containing the proceedings of the New York State Pharmaceutical Association, at the meeting held at Saratoga Springs last June, has been issued by Secretary Swann with commendable promptitude. Many members will regret the apparent tendency to cheapen the appearance of the book by the use of an inferior, light-weight paper. The use of a heavier binding would be welcomed by such as give the volumes a place on their library shelves. As it is at present, the book sags when placed on end, owing to the lack of board covers.

**Changes in the Liquor Tax Law Affecting New York Druggists.**

Under date of Brooklyn, July 20, President Adrian Paradis, of the Kings County Pharmaceutical Society, has sent the following communication to the members:

The attention of the members of the society is called to the repeal of the provision of the Liquor Tax law which permitted a duly licensed pharmacist, who had obtained a liquor tax certificate, to sell liquor without a physician's prescription, upon affixing stamps to the bottle, etc. The repeal of that provision has taken effect, and the law concerning sales of liquor by pharmacists is now as follows:

A duly licensed pharmacist, or the corporation, association or co-partnership of which he is a member, may obtain a liquor tax certificate upon payment of a tax of \$7.50 for each store in which liquor is sold by such licensed pharmacist, corporation, association or co-partnership. Such liquor tax certificate entitles the holder of it to sell liquors only upon the written prescription of a regularly licensed physician. The prescription must be dated, signed by the physician, and state the name of the person for whom prescribed: it must be preserved by the pharmacist, pasted in a book kept for that purpose, and must not be refilled. The physician must not be the pharmacist himself nor a member of the corporation, association or partnership. Liquors thus sold must not be drunk on the premises where sold, nor in any outbuilding, yard, booth, or garden connected in any way with the premises.

The holder of such a liquor tax certificate may sell alcohol without a prescription, if it is to be used for medicinal or mechanical purposes, but during the prohibited hours alcohol cannot be sold at all. The prohibited hours are: Sunday all day, and before 5 o'clock Monday morning; and other days between 1 and 5 o'clock in the morning, and while the polls are open on any election day.

The provisions of this law must be complied with in every detail, and pharmacists are advised to set apart a small prescription book to contain such prescriptions for liquor as they may feel called upon to fill.

In addition to the other penalties prescribed for violation of the law, a pharmacist or druggist who is guilty of any violation forfeits not only the liquor tax certificate, which is revoked and canceled, but he forfeits also the use of his license as a pharmacist or druggist for one year.

**Virginia Drug Clerks Organize.**

The registered drug clerks of Lynchburg, Va., met one evening last week and organized themselves into an association through which they will endeavor to have the State Pharmacy laws enforced. Eleven of the thirteen registered clerks employed in the city were in attendance. The organization was perfected by the election of the following officers: President, J. Paul Jones; secretary and treasurer, W. R. Norris. John G. Haythe was elected the attorney for the organization, the name of which is to be decided upon in the future.

A member of the organization declared that the object of the association is to thoroughly organize the registered clerks of the State in order to protect the public. He said no good will come to the clerks from the organization excepting by the elevation of the profession. It is proposed to organize the clerks in the other towns and cities throughout the State.

## Greater New York News.

J. McK. Kirkland, of McKesson & Robbins, has returned from an extended trip abroad.

Joseph Mathias, of Jas. B. Horner & Co., essential oils, this city, is away on a fishing trip on the St. Lawrence River.

Irving McKesson, of McKesson & Robbins, has returned from an enjoyable vacation.

Leon Hadida, representative in Cuba of Magnus & Lauer, was in town recently.

Mr. Rutherford, of J. Winer & Co., Hamilton, Ont., was a recent visitor to this city.

A. C. Ferguson, senior partner of the firm of Ferguson Bros., Philadelphia, called on the local chemical trade recently.

G. C. Hotchkiss, of the H. G. Hotchkiss Company, of Lyons, N. Y., visited the local drug trade last week.

J. H. Stallman, president of the Stallman-Fulton Company, of this city, is spending his vacation at the seashore.

Eustace H. Gane, the chairman of the scientific section of the American Pharmaceutical Association, is spending a vacation period at Atlantic City with his family.

C. W. Snow, of the well-known wholesale drug firm of C. W. Snow & Co., Syracuse, N. Y., visited the local trade a few days ago.

W. B. Kaufman, manager of the crude drug department of Parke, Davis & Co., has returned from a pleasant automobile trip through the Adirondacks.

Robert Whitelaw, of the firm of Whitelaw Bros., St. Louis, called on friends in the local chemical trade recently on his way home from a month's vacation in the East.

I. V. S. Hillier, secretary and treasurer of the R. Hillier's Son Company, is back at his desk after a month's outing in the Maine woods.

H. DuBois, a director of the Roessler & Hasslacher Chemical Company, recently made a trip on his launch up the Hudson to Lake Champlain.

H. Planten & Son, capsule manufacturers, have moved from 224 William street, where they were located for nearly 60 years, to their new laboratory, 93 Henry street and Nos. 90-92 Pineapple street, Brooklyn.

H. H. Fries, of Fries Bros., this city, has gone on an extended European trip. Much of his time while away will be spent in touring the Continent in an automobile. He expects to return about the middle of October.

The pharmacy formerly owned by George E. Tappenden, at 186 Columbus avenue, has been purchased by A. Fabisch, who formerly clerked for Jacob Diner, at St. Nicholas avenue and 122d street.

A. D'Annunzio, a pharmacist, at 638 Ninth avenue, this city, returned to New York last week after a two months' sojourn at his native place in Italy, bringing with him a young bride, and their many friends in the trade are showering congratulations upon the happy couple.

The Marx & Rawolle Company, of New York City, has been incorporated, with a capital of \$1,000,000, to manufacture pharmaceutical and chemical preparations (glycerin chiefly). The directors are Charles J. Buchanan, of Albany; Isaacetta Rawolle, of Nyack; George F. Henry, Henry Calder, Alfred W. Varian, of New York City.

Albert Zimmerman, chemist, of this city, has returned from an extensive trip to the Far East, where he studied conditions of indigenous drugs, especially the cinchona industry in Java, where he showed the natives how to raise the coca shrub—erythroxylon coca. Mr. Zimmerman was gone about seven months, during which time he visited China, Japan, Egypt, India and the Dutch East Indies.

Adolph Stahl, the well-known representative of the Manhattan Drug Company, New York, left the city last Monday for

an extended trip through Pennsylvania in the interest of his firm. Mr. Stahl was elected president of the Commercial Travelers' Auxiliary of the New York State Pharmaceutical Association at the Saratoga meeting this year, which attests the esteem in which he is held by his associates.

## WESTERN NEW YORK.

**A Price Agreement at Last—No Reorganization at Present for Erie County—Posting Up on the Pharmacopoeia.**

*(From our Regular Correspondent.)*

Buffalo, August 10.—Such a difference in the atmosphere of the Buffalo retail drug store! Where there was gloom and redness of eyes there is now cheer and good fellowship. The first curious question asked brings out a large yellow card and on it a list of more than 30 special and well-known preparations, all of them with a solid price set against them. The cut-price lunacy that has prevailed all over the city for about two years is a thing of the past, and the most beautiful thing about it is that the agreement was urged and made up by the very people downtown who were doing all the mischief. The County Association authorities were in at the death of the craze, and they had held up the hands of the price cutters whenever they made a move looking toward an agreement. They were wise enough always to make it look as if every move was made by the big cutters, for if there had been the least appearance of forcing anybody's hand that intention would have balked and made all progress impossible.

### CUT RATE DEALERS SATISFIED.

So the old retail interests are feeling especially sure of the compact. They waited till one was as sick of selling goods for nothing as any other and the lesson the situation has taught appears to have been learned by all alike. It surely ought not to need teaching again right away. The price-list was not jumped up all at once, but was started low and advanced gradually, till it is said that all the articles included are now sold at a profit.

The association itself has been left where it was for the present. The plan was to reorganize it and change the name, but the work of shutting off the cut prices has gone on without making that necessary, so the business of making a better watch dog of the association has been allowed to wait. It will be taken up again soon, though there is no real programme on. It seems to be agreed that something ought to be done in the matter.

### DIRECT CONTRACTS BEING ENFORCED.

Druggists say that the uniform price-list has not interfered with the operations of the manufacturers who are instituting direct contract and serial numbering arrangements. New houses are constantly being added to the list, so it appears that the plan works and is to be used as a special safeguard. Active agents of the manufacturers of proprietary goods and of the N. A. R. D. are fitting about and they are not killing time, but are at work with a will and know how to make their work count.

Buffalo druggists and the College of Pharmacy are already receiving notice that the fall season is at hand by the appearance of troops of young men asking for positions in drug stores to enable them to attend the college the coming year. The new Prerequisite law has dignified the college work very much.

### THE NEW PHARMACOPOEIA.

It turns out that the old druggist is called on to turn student as well as the youth. The new Pharmacopoeia did it. Possibly the revisers of it did not pass the wink along as to what they were putting up for their poor associates, but it is well enough known now. There seems not to be any great amount of kicking on account of it, for such a grand list of changes must have been very desirable or the revisers would not have had the courage to make them, but the work is not all theirs, by any means. The druggist who is not making long strides to connect with a new "druggist's bible" before September will find that he is not in the swim first thing he knows.

## MASSACHUSETTS.

**Boston Druggists' Annual Outing—A Heavy Weight Baseballist—  
Preparing for a Large Meeting of N. A. R. D. Delegates—  
Methyl Alcohol in Lemon Extract.***(From our Regular Correspondent.)*

Boston, August 9.—The annual outing of the B. A. R. D. was held at Bass Point, Nahant, on July 25. The day selected for this event proved to be delightful in every way; perfect weather, a charming view from the Point and fetching music helped to make the holiday one of pleasant recollections to the numerous participants. The affair proved so successful that it was unanimously voted to make it an annual feature. More than 150 members with their wives and friends attended. There were sports galore, and they were all carried to a successful issue owing to the untiring efforts of the committee under Chairman C. H. Packard. The national sport, baseball, was the main feature, the prize being a silver cup, which must be won three successive times. Capts. Peter McCormick and C. A. Charles had charge of the nines, and made life miserable for the umpire. H. O. Nute, one of the players, performed a feat which brought him much notice; even the daily press libeled him by giving his weight erroneously as 325 pounds. He was at the bat, he struck once, twice and the only opposition to his willow was air, but the third time he gave the ball "a mighty swat," and the sphere shot out into space until it found a resting place in the bosom of the Atlantic. A home run, and much applause. The score was 37 to 5 in favor of the McCormick team.

Other sports and the winners were: One-hundred-yard dash, J. B. O'Hara, North Cambridge; bowling (large pins), I. T. Gammon, Roxbury; bowling (candle), Mr. Howe, Boston; throwing baseball, J. C. Stammers, Charlestown; whist, first prize, Mrs. G. W. Cobb; second, Nellie M. Naughton; quoits, John G. Godding, Boston; putting 16-pound shot, Mr. Main, South Boston.

## PREPARING FOR N. A. R. D. MEETING.

During the day the members held a business meeting. Chairman F. E. Ernst, of the committee in charge of the national convention, submitted a flattering report of the progress being made in perfecting arrangements. He stated that encouragement was being given from all sources. Each committee was doing commendable work, money was coming in rapidly, and a large sum was already in hand. He also alluded to the fraternal feeling shown by the members in attending the outing with their families, and contrasted the present conditions with those formerly existing.

Col. John W. Lowe was admitted to membership.

## A LADIES' COMMITTEE ORGANIZED.

While the male contingent was engaged in business discussions the ladies met and organized, the chief object being, to attend to the welfare of the ladies who are present as visitors during the September convention. Mrs. Wallace was chosen chairman and Mrs. La Pierre secretary. A meeting was held at the M. C. P. Building on August 1. C. H. Packard, Ph.G., explained the purposes for which the committee was organized. It was then voted to have a special room at the Copley Square Hotel for headquarters, and the selection of the same fell to the lot of Mrs. Staples and Mrs. Griffin. It was decided to give a reception to the lady guests, and the following committee will look after the refreshments: Mrs. Howe, Miss Wilbur, Miss Lynch, Mrs. Griffin and Miss Norton. Souvenirs are to be distributed, and this branch will receive the attention of Mrs. La Pierre, Mrs. Tupper and Mrs. Henderson. The subject of excursions will receive the attention of Mrs. Wallace, Mrs. Krizer, Mrs. Staples and Mrs. Reeves. A theater party will be a feature, the committee in charge being Mrs. C. H. Packard, Mrs. Wallace and Mrs. La Pierre.

## THE NEW CUT RATE DRUG STORE.

"Pierson Drugs" is a new sign on Washington street just opposite Boylston street, and it is readily observed by pedestrians going toward Washington street on the latter thorough-

fare. It calls attention to the new store just opened by Mr. Pierson, of Leominster. "Cut prices" are alluringly set forth, and the establishment has all of the up to date features for attracting trade. Mr. Pierson's friends did not forget him on the opening day, and he was the recipient of several floral offerings. There were standing pieces, one from Bernard Lett and Harry Grossman; another bore this evidence of good will: "Success to you; from your fellow stockholders in the United Drug Company," and the third from George F. Washburn. Gilman Bros. and the American Soda Fountain Company also sent flowers. The latter concern supplied Mr. Pierson's handsome fountain.

## WOOD ALCOHOL IN FLAVORING EXTRACTS.

The last monthly report of the State Board of Health shows the examination of 68 drugs, of which 21 varied from the legal standard. The samples of drugs adulterated were calx chlorata, macis, sodii boras, sodii phosphas, spiritus frumenti, tinctura iodi. Among the recent complaints were four for adulterated extract of lemon, not brought under the general law, but under the act of 1905, which prohibits the sale of articles of food and drink which contain any wood alcohol. In each instance the extract sold contained more than 40 per cent. of this substance. In each case the vender was fined \$200. All four of these samples bore the same brand, and are said to have been manufactured by a prominent New York concern that claims to be one of the most earnest advocates of a national pure food law. A fifth case was brought in another court, but the defendant was acquitted by reason of a technicality.

## Baltimore News.

The Caffeen Drug Company on August 3 filed for record a certificate of increase in the capital stock from \$50,000 to \$100,000, the par value of the shares being at the same time reduced from \$100 to \$5. The directors of the company, which is said to have been prosperous, are Frank A. Furst, Charles H. Parrish, Edward Parrish and John Waters.

From present indications it is likely that a considerable number of Baltimoreans will attend the annual meeting of the American Pharmaceutical Association at Atlantic City next month. Preparations are being made for an interesting pharmaceutical exhibit, among the members of the committee being H. P. Hynson, of Hynson, Westcott & Co., Baltimore.

The Paint and Oil Club of Baltimore had an outing on August 4 to Fairview, a resort near the city on the Patapsco River, about 100 members and their friends being taken there on two small steamers. The afternoon was most agreeably spent. Charles Webb, the president, occupied the seat of honor, and the arrangements were looked after by C. H. Winkelmann.

The Maryland College of Pharmacy, at its last semiannual meeting, the latter part of July, re-elected Charles E. Dohme, president; Samuel Mansfield, treasurer; Charles A. Ware, secretary, and John A. Davis, a member of the Board of Examiners. The organization held its session at Love Point, Kent Island, making the trip by boat. After the business meeting a supper was served.

John Sohl, who had for 35 years conducted a pharmacy at the northwest corner of Fayette and Stricker streets, Baltimore, died on August 5, at the home of his son-in-law, A. B. Hurst, at Charlestown, W. Va., where he had spent some time after his health began to fail. He was prominent in the order of Masons and other fraternal organizations, and leaves a wife and two children. The former is a sister of J. H. Winkelmann, a former member of the old firm of Winkelmann & Brown Drug Company, which is now out of existence.

John A. Davis, a retail druggist at Carey street and Harlem avenue, Baltimore, has been appointed a member of the Maryland Board of Pharmacy, to fill the vacancy caused by the resignation of David R. Millard, the secretary, shortly after he had been reappointed for the full term of five years. Mr. Davis is a member of the Maryland College of Pharmacy, and has taken an active interest in everything calculated to advance the interests of the profession in the State. He holds membership in the Maryland Pharmaceutical Association, and is one of the College Board of Examiners.

## PENNSYLVANIA.

**P. A. R. D. Secures Substantial Benefits for Its Members—Get Better Terms from the Telephone Company—Sellers of Liquor Under Espionage—Outcome of a Trial Interests Druggists.***(From our Regular Correspondent.)*

Philadelphia, August 10.—The Philadelphia Association of Retail Druggists has scored another victory. This time it is over the telephone companies and not the Legislature. For some time past there has been considerable trouble between the druggists and the telephone companies in regard to the percentage allowed to the druggists for maintaining a telephone for public use in their stores. At the last meeting of the association a new contract was made with the telephone companies which is considered decidedly more liberal in many ways. The contract allows the druggist 25 per cent. on all business amounting to \$15, and when the sum is over \$15 the druggist is to get 33½ per cent. This is a gain for the retail druggist, and the contract is only applicable to such. This is another illustration of what united action can do. Heretofore the druggists made complaints individually, and they were not heeded. Now the association takes the matter up, and has within a short time accomplished something which the druggists have desired for many years.

At the last meeting of the association there were four new members elected, and it is understood that there are to be several admitted at the next meeting. The regular monthly meetings are held throughout the summer, and considering that many of the druggists are out of the city the attendance is very good. In about ten days there will be issued the new schedule of prices. There are few complaints, and it is believed that most of the druggists are living up to their agreement.

The law and order people are keeping a strict watch on all who sell liquors. It appears last week that Daniel Steelman and H. C. Archer, of Steelman & Archer, were arrested for retailing liquor. Before the magistrate the defendants stated that they were acting under instruction of the Government officials, who had informed them that they did not have to have a retail license to sell liquors for medicinal purposes. The magistrate thought otherwise and held them in \$600 bail for court. The outcome of this trial is awaited with considerable interest, as it is believed there are many druggists, especially wholesalers, who do a retail business who sell in quantities less than a quart.

**MR. REMICK TAKES A VACATION.**

Henry Clay Remick, who for more than 20 years has been the chief correspondent and advertising manager for Powers & Weightman (now the Powers-Weightman-Rosengarten Company) has been granted an extended leave of absence. After two or three weeks' rest he, with his wife and son, will make an extended trip to the Pacific Coast, visiting several of the larger cities *en route*. Entering into the services of Powers & Weightman shortly after the death of Mr. Powers Mr. Remick has had the unique experience of witnessing the several children grow up, become part of the firm and pass away, and, finally, seeing the passing of the founder after an active participation of more than 75 years in the activities of the extensive business of the concern. In the discharge of his many duties Mr. Remick found it advisable to study the languages and to become versed in the law, and he has practiced in all of the courts of the United States for more than ten years. He has an extensive acreage in fruit in the Sacramento Valley, which he intends to inspect before again taking up his duties.

**ALUMNI OF THE P. C. P. WILL ENTERTAIN.**

The Entertainment Committee of the Philadelphia College of Pharmacy is preparing plans to entertain the graduates of the college who will attend the annual meeting of the American Pharmaceutical Association, which is to be held at Atlantic City next month. The alumni will take the matter in charge and endeavor to give the visitors a good time. Besides this

every member of the association is to receive an invitation to visit the college. It is believed that many will accept this invitation.

There is very little going on in drug circles in this city. Many of the druggists are away, and those that are here wish they were somewhere else. Business is not so brisk as it might be, but for this time of the year it is fairly good.

**PHILADELPHIA NEWS ITEMS.**

Shinn & Kirk, of Broad and Spruce streets, are making extensive alterations in their old established store.

U. G. Ruff, who already owns several stores, has purchased Cook's drug store at Sixteenth and Lombard streets.

C. S. Thompson, of Smith, Kline & French Company, is enjoying a well deserved rest at Atlantic City.

The forthcoming meeting of the American Pharmaceutical Association at Atlantic City will be largely attended by Philadelphia druggists.

W. A. Johnson, of Sixth and Green streets, and Dr. L. W. Rehbein are two inseparable cronies, and spend their Sundays watching the crowds on the boardwalk at Atlantic City.

A. de B. Keim, of Germantown, has been forced into bankruptcy. The former owner of the business and a well-known wholesale house are the heaviest creditors.

J. F. Stimmel and Miss Lydia Cunningham, of Lansdowne, Pa., were married July 3. Mr. Stimmel is senior clerk in the store of H. M. Davis.

J. H. Wood, formerly of the firm of H. K. Wampole & Co., who recently purchased the store at 124 Market street, owned by Marshall & Co., has made extensive alterations, putting in new fixtures, fountain, etc. He bids fair to do a good business.

C. F. Shoemaker, of the firm of Shoemaker & Busch, is a regular Sunday visitor at Atlantic City, where ensconced in a comfortable chair on the steel pier he is an interested watcher of the passing throng.

H. McFerren, representing Johnson & Johnson in Pittsburgh, created a sensation among his Philadelphia friends by the announcement of his marriage on July 25 to Miss Gertrude Launtz, of Allegheny, Pa. The bridal couple are enjoying their honeymoon at Atlantic City. Contrary to his reputation the groom is very bashful and was anxious to avoid a demonstration by his numerous friends in Pittsburgh.

**Indiana Items.**

Dr. J. N. Hurty, secretary of the State Board of Health of Indiana, has received the official notice from the authorities of the Louisiana Purchase Exposition, signed by David R. Francis, president, that a diploma and medal have been awarded to him on account of public work in hygiene, and also because of special and individual hygienic work done at the Exposition. This is quite an honor for Dr. Hurty.

Dr. A. L. Merritt, at one time a wealthy druggist of Laporte, Ind., and known as one of the pioneer patent medicine manufacturers in the Western States, died in the County Asylum at Laporte, July 18, aged 85 years. He became penniless and was driven to the County Asylum as a last place of refuge. He constantly bemoaned his fate, which caused him to die a public charge.

At the recent session of the Marion County Board of Review, in this city, the following assessments were levied on some of the city's drug firms: Mooney-Mueller Drug Company, \$65,000; the Polk Sanitary Milk Company, \$18,000; Fox Garhard Dental Supply Company, \$6500; the Hurty-Francis Pharmacy, now the Francis Drug Company, \$7,500; Weber Drug Company, \$6,000; Eli Lilly & Co., manufacturers, \$225,000.

**The New Mexico Board.**

The regular semiannual meeting of the Territorial Board of Pharmacy of New Mexico will convene at Albuquerque September 18, 1905. All violations of the pharmacy and poison laws should be reported at once either to the secretary or president, so that they may be investigated before this meeting. Candidates for examination must report promptly on the date named at 9 o'clock a.m. The president of the board is B. Ruppe, Albuquerque, N. M., and A. J. Fischer, Santa Fé, N. M., is secretary.

## OHIO.

**State Board of Pharmacy Has Power to Revoke Licenses of Druggists Who Sell Cocaine Illegally—Comprehensive Opinion by the Attorney-General***(From our Regular Correspondent.)*

Cincinnati, Ohio, August 10.—In an opinion to the State Pharmacy Board, Attorney-General Ellis holds that the board may revoke licenses of pharmacists who sell cocaine or other narcotics without a prescription from a physician, as required by law. The board must first notify the accused of the charge and set a date upon which he is to be accorded a full hearing of the evidence. The text of the Attorney-General's opinion follows:

Columbus, Ohio, July 21, 1905.

The Ohio Board of Pharmacy, Columbus, Ohio:

Gentlemen:

Your letter of July 19 is received. You inquire,

Whether the Ohio Board of Pharmacy may, after notice and hearing, revoke a certificate that has been issued to a person as a pharmacist, who, after the issuance of such certificate to him, is convicted of the offense of unlawfully selling cocaine or other poisonous drugs?

Section 4,410 of the Revised Statutes of Ohio provides that,

The board may refuse to grant a certificate to any person guilty of felony or gross immorality . . . and may after notice and hearing revoke a certificate for such cause.

The offense of unlawfully selling cocaine and narcotic drugs is by the statutes of this State a misdemeanor and not a felony. Hence, if the certificate may be revoked for the above offense it must, under Section 4,410 referred to, be upon the ground of "gross immorality."

The term "immorality" in its most general sense signifies conduct unprincipled, vicious, inimical to the rights or common interests of others.

The term "immorality" in its legal sense includes that which is contrary to good order or public welfare, and that which has a tendency to mischievous or pernicious consequences.

It certainly may not be successfully claimed that an applicant for a certificate, who at the time of his application is shown to be a violator of the law in the unlawful vending of poisons, would be entitled to receive a certificate under Section 4,410, and if not so entitled to the certificate in the first instance, then one who has received a certificate and is guilty of the offense referred to should not be protected in his vicious conduct by allowing him to exercise the functions of a pharmacist under the protection of a certificate issued by the State Board.

A person receiving a certificate issued by the State of Ohio, and registered as a pharmacist for the protection of the people and of himself, who violates the criminal statutes of the State, is certainly guilty of the most vicious, wicked and unprincipled conduct, and his unlawful acts are contrary to good order and the public welfare.

I am therefore of the opinion that a certificate issued such a person as a pharmacist under Section 4,410 of the Revised Statutes of Ohio, and who has been convicted of unlawfully selling cocaine or other narcotic drugs, may be revoked by the Ohio Board of Pharmacy, after notice and hearing, upon the ground of gross immorality. Very truly yours,

WADE H. ELLIS, Attorney-General.

## PERUNA SUIT POSTPONED.

The suit of the Peruna Company, of Columbus, Ohio, against John D. Park & Sons Company, of this city, which was to have been heard in the United States Court at Covington, Ky., has been postponed until September 4 by Judge Cochran. The defendant company requested the postponement until that time because its chief counsel, Elihu Root, has withdrawn in order to take up his duties as Secretary of State.

The H. M. Merrell Chemical Company assigned last week because of dull trade. Assets are estimated at \$2,500 and the liabilities at \$4,000. The concern was founded many years ago by the late H. M. Merrell, and for years did a prosperous wholesale drug business at 1012 Elm street.

## THE MILES SUIT AGAINST MISS DOW.

The Dr. Miles Company, of Elkhart, Ind., brought suit in the United States Court here the latter part of July against

Cora Dow Goode, who operates a number of cut rate stores under the name M. C. Dow. An injunction was asked to prevent her from selling the company's preparations below certain fixed prices. It was alleged that Miss Dow has been securing supplies through illegal means.

## A NEW MOVE IN THE TELEPHONE SERVICE.

The installation of a street pay station at the corner of Fifth and Walnut streets has aroused druggists and other business people who have pay stations located in their places. An official of the telephone company states that more street stations will be established, because people who want to use a 'phone do not care to look high and low for a drug store." It is probable that a resolution will be sent to the telephone company, but it is hardly probable that it will be favorably received because there is no opposition company in this field.

## OHIO VALLEY OUTING.

The recent annual outing of the Ohio Valley Druggists' Association, which was held at Hartman's Grove, about 25 miles from the city, was a decided success in all respects. The weather was hot and all the members who could get away from their business did so. There were baseball games, races, boating, swimming contests and other sports participated in, while in the evening there was dancing in the pavilion. John Lutterman was at the head of the Committee of Arrangements.

William H. Gansz, president of the alumni of the Cincinnati College of Pharmacy, has been elected secretary, succeeding the late Prof. Andrew W. Bain.

## CINCINNATI NEWS ITEM.

George F. Steir spent a week at Gallipolis.

Peter Buchert spent two weeks among the Thousand Islands.

W. C. Schueler is spending ten days at Benton Harbor, Mich.

John Linesch and family are spending their vacation at Bushnell, Ill.

The veteran G. A. Fleber took the third degree in Masonry last week.

L. C. F. Cramer is on crutches as the result of a sprained ankle.

William Scheldt is fishing for a week in the Big Miami River.

Louis Roettig will go from Atlantic City to Boston, then back to New York for three weeks.

## Registered in Oklahoma.

The regular quarterly meeting of the Oklahoma Board of Pharmacy was held at Oklahoma City, on July 11. Out of a class of 21 candidates for examination the following successfully passed and were registered:

Otis Connelly, Duncan, I. T.; Jos. Camp, Lucien, Okla.; R. F. Heaton, Circleville, Ind.; W. R. Mitchell, Mangus, Okla.; J. S. Ross, Wellston; J. O. Slaybaugh, Pawnee; J. M. Torrence, Merrick; H. B. Weiss, Blackwell.

The following were registered on diplomas from colleges:

R. G. Howe, Cleveland, Okla.; Edw. V. Campbell, Rowan, Ia.; Herbert J. Fry, Moore, Okla.; Chas. E. Flaatt, Niotaz, Kan.; T. L. Gilchrist, Whiting, Ind.; W. S. Hess, Whitewater, Wis.; C. N. Hornell, Roscoe, Pa.; E. W. Hooper, Braman, Okla.; Wm. Hoeschler, La Crosse, Wis.; Geo. E. Hinkley, Charleroi, Pa.; F. S. King, Valparaiso, Ind.; Harry W. Lahr, Stillwater, Okla.; Wm. L. Mason, Phillips, Pa.; Harry G. May, Shawnee, Okla.; H. D. Stappenbeck, Valparaiso, Ind.; H. E. Townsend, Zanesville, O.; Chas. W. Yager, Rockford, Ill.

All applications for registration on diploma must be accompanied with certificate from the dean of college and applicant must show his term of practical experience to have been not less than four years outside of his college course. He must also furnish the board a satisfactory recommendation from present or past employer, as to character and ability.

The registration fee is \$5 and the renewal fee is \$2 payable July 1st of each year.

Several good pharmacists are needed in Oklahoma now and the secretary, F. B. Lillie, Guthrie, Okla., will furnish list to those applying when postage is furnished.

The next meeting of the board will be held at Anadarko, on October 10.



## THE WEST.

**Preparing for the Boston Meeting—A Big Time Promised at the Illinois State Meeting.***(From our Regular Correspondent.)*

Chicago, August 10.—Members of the N. A. R. D. who intend visiting the Boston meeting next month are earnestly urged to communicate with Secretary Thos. V. Wooten with a view to learning the full particulars of the special train which the association is getting up to start from Chicago at five o'clock p. m., September 16. This train will leave from the Polk street depot, will be handsomely equipped with Pullmans, dining car service, etc., and the route selected will include Niagara Falls and the scenic and historical portions of New York and Massachusetts.

The cost of the trip need not exceed \$45 from Chicago; with a little additional expense members may stay over and visit New York City, Bar Harbor, Portland or other points of interest. Tickets will not expire until Wednesday, September 27, and are good returning up to and including that date.

Full particulars may be obtained from T. V. Wooten, Unity Building, Chicago, Ill. Those desiring to avail themselves of this opportunity should follow the motto "Do it now," and get in line as soon as possible.

## THE ILLINOIS STATE MEETING.

The Illinois Pharmaceutical Association will hold its annual meeting at the Chicago Beach Hotel, Chicago, August 22-25, inclusive. The entertainment features will be in charge of the Traveling Men's auxiliary, and it is said that about \$4,000 will be expended in creating a good time for the members. It is expected that there will be a full meeting, for the druggists of Illinois are more than ever interested in the work of the association. In addition to the stated amount of money to be expended it is said that several thousand dollars' worth of prizes will be given away in the games and events to be pulled off.

The banquet will be a gala affair. A California wine company has donated 1,000 bottles of wine for the event and those in charge of the programme state that they have arranged to have Governor Deneen and Mayor Dunne present as guests of the association at the banquet.

Following is the programme:

*Tuesday, August 22.*

Ten a. m., business session, I. P. A.; 10 a. m., business session, I. P. T. A.; 11 a. m., reception to the ladies by Woman's Pharmaceutical Auxiliary, of Chicago; 2 p. m., business session, I. P. A.; 3 p. m., ladies' card party, Chicago Beach Hotel; 8 p. m., president's reception; 8.30 p. m., banquet at Chicago Beach Hotel.

*Wednesday, August 23.*

Ten a. m., business session, I. P. A.; 10.30 a. m., automobile ride for visiting ladies through Jackson and Washington parks; 2.30 p. m., a trip through White City, to continue during the evening.

*Thursday, August 24.*

Half past eight a. m., by boat to Fort Sheridan from Rush street bridge; 11 a. m., infantry, artillery and cavalry drill at Fort Sheridan; 12 m., by Chicago & Milwaukee electric railway to Ravinia Park; 12.30 p. m., luncheon at Ravinia Park; 2 p. m., field events at the Stadium; 6 p. m., distribution of prizes; afternoon and evening, Sousa's Band.

All business sessions will be held at the Chicago Beach Hotel.

## MINOR NEWS NOTES.

Druggists of Austin have organized and elected Richard Traill, of Traill & Cooling, president. H. T. Moyer is secretary.

J. Y. Ryder has bought the drug store of County Commissioner J. P. Garner at Austin.

A. J. Benson, Twenty-fourth street and Indiana avenue, has taken his family to the country for a month's vacation.

John D. Suydam has opened a new drug store at 1,001 West Lake street, Oak Park.

Gilmore & Hough have succeeded E. C. Datin at Forty-seventh street and Champlain avenue.

The Executive Committee of the Chicago Retail Druggists' Association held a meeting on Tuesday afternoon, August 1.

G. S. Wakefield, formerly head clerk for Miss Isgrig at Austin, has opened a drug store for himself at Harlem.

Howk, Bignold & Sanford have dissolved partnership. Howk & Sanford retain the store at Twenty-second and State streets, while W. J. Bignold keeps the store at 3,038 Cottage Grove avenue.

Anton Roesch, formerly head clerk for Mr. Ebert and later a member of the firm of Roesch & Salchert, Twelfth and Throop streets, has bought out his partner and is now sole owner of the business.

## THE SOUTH.

**Yellow Fever Scare Hampers Drug Shipments—Carbolic Acid Quarantined—Almost Wholly Confined to Italians.***(From our Regular Correspondent.)*

New Orleans, La., August 7, 1905.—From all accounts the yellow fever situation in this city has had little effect on the drug trade. The business generally has not been hurt, but the strict, and in many cases, unwarranted quarantine regulations are preventing the drug houses from making shipments. Wesson, a small town in Mississippi, has actually refused to admit three drums of carbolic acid, a shipment which a New Orleans house was to have made to a Mississippi drug establishment. The New Orleans firm has offered to coat each drum of acid with bichloride of mercury. Wesson, however, is still deliberating.

C. C. Johnston, treasurer of the Parker-Blake Company, was asked to-day what effect the situation was having on the trade. He said very little so far. The business of his firm last month was ten per cent. larger than for July, 1904, and from present indications, he said, there will be no falling off in August.

## THE U. S. AUTHORITIES IN CHARGE.

To-day the United States Marine Hospital authorities assume charge of the situation. This was done at the request of the citizens, who believed that Louisiana's sister States would have more confidence in the United States authorities, and consequently lessen in a degree the strict quarantine regulations. It is believed now that many of the towns that have quarantined against freight will raise the quarantine against everything except passengers.

## NOT SO SERIOUS AS REPORTED.

The situation here, while it is serious, is not nearly as bad as the Northern and Eastern papers are attempting to make it. From all reports it is somewhat improved to-day. The fever is being held well within certain limits, and the greater part of it is below Canal street. The report issued last night by the Board of Health shows that to date 533 cases and 105 deaths have been reported. Of the 533 cases, 238 are still under treatment.

The fever seems to confine itself almost entirely to the Italians. In dealing with these the health authorities are experiencing all sorts of trouble. The sick Italians hide from the authorities until the very last moment, and in a good many cases when they have been found they have been moribund. Death has resulted several hours afterwards in nearly every case. The ignorant Italians have been told that the discovery of a case of fever in their house meant the destruction by fire of all their effects and they are doing everything possible to hide cases from the authorities. As a result the death rate among the Italians is very high.

On account of the quarantine, drummers for the drug houses are unable to get in and out of New Orleans. Many of them are out of town and cannot return. They are forced to transact all business with their firms through the mails.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, August 12, 1905.

Trade in drugs and chemicals has been far from brisk in the interval since our last report, and we have few important changes to report in market conditions. Importers and jobbers appear, however, to be satisfied with the volume of business, which, it is asserted, is up to the average of corresponding periods of previous years. Much confidence is expressed about the prospects for a good fall business, the sanguine feeling being based to a great extent on the favorable crop reports which have been made by Government statisticians. There is a good consumptive inquiry for staple articles and the market is steady in tone, without any discouraging feature. Menthol is higher in this market in sympathy with conditions abroad and cod liver oil has developed increased firmness, though there is no demand to speak of. Grain alcohol has been marked up to meet the higher prices named at producing points in the West. Opium is attracting considerable attention and recent sales were at an advance over previous quotations; activity has since subsided somewhat, but prices are firmly maintained at the advance. Jobbing sales of quinine are reported at steady values. Regarding values generally, the advantage appears to rest with the selling interests, for the majority of staples are maintained with confidence and strength. The principal fluctuations are noted in the table below and in succeeding paragraphs.

| HIGHER.                 | LOWER.                 |
|-------------------------|------------------------|
| Alcohol,                | Peppermint oil,        |
| Opium,                  | Wintergreen oil,       |
| Codliver oil,           | Spearmint oil,         |
| Ergot,                  | Tansy oil,             |
| Aloin,                  | Cantharides, Chinese,  |
| Menthol,                | Cannabis indica,       |
| Clove oil,              | Lycopodium,            |
| Saffron, American,      | Anise seed, Italian,   |
| Pennyroyal oil,         | Canary seed,           |
| Cassia oil,             | Nutgalls, Blue Aleppo, |
| Balsam Copaiba, Para,   | Arrowroot,             |
| Tonka beans, Angostura, | Grindelia robusta.     |
| Vanilla beans, Mexican, |                        |
| Cacao butter,           |                        |
| Celery seed,            |                        |
| Caraway seed,           |                        |
| Sarsaparilla, Mexican,  |                        |
| Bayberry bark,          |                        |
| Lobelia herb,           |                        |
| Linseed oil,            |                        |
| Turpentine,             |                        |
| Blue vitriol.           |                        |

### Drugs.

Alcohol was advanced on the 9th inst. to correspond with the higher prices asked at producing points in the West, and grain is now held at \$2.45 to \$2.47, and molasses at \$2.43 to \$2.45.

Aloin is firmer in sympathy with the gum and the inside quotation has been advanced to 42c, while some decline to shade 45c.

Balsam copaiba, Para, is firmer owing to scarcity, and nothing offers at under 36c; Central American is nominally unchanged and selling in a jobbing way only at 30c to 31c.

Balsam fir, Canada, is maintained at the previous high range of \$3.10 to \$3.20, while Oregon is held and selling at 70c to 80c.

Balsam Peru is slow of sale and easier, if anything, though quotations are nominally unchanged at \$1.00 to \$1.05.

Balsam tolu remains quiet, but the quotation does not change from 20c to 22c.

Belladonna leaves are held with increased confidence, and recent sales were at an advance to 10c to 10½c.

Buchu leaves, short, are finding steady sale and values are well maintained at the range of 14c to 17c, as to quality and quantity.

Barks.—Bayberry is firmer in the face of restricted supplies, but 12c will yet buy. Cascara sagrada is slow of sale and purchases can be made at 6½c to 9c. Cotton root is fractionally higher, local dealers being influenced by an advance at producing points; quoted 9c to 10c. Cramp is firmer on account of scarcity and quotations have been advanced to 8c to 9c. Elm is not inquired for to any extent and values are easy at the previous range of 20c to 22c. Sassafras is held and selling at 11c to 14c. Wild cherry is firmly maintained at the former range of 6c to 9c, as to quality and quantity.

Cacao butter is held with increased firmness, recent sales of boxes being at 36c to 40c, while bulk is held at 29c to 3c, as to quality and quantity.

Cannabis indica is offered more freely and at lower quotations, or, say, 95c to 97c for tops.

Cantharides, Chinese, are fractionally lower, the inside quotation now standing at 47c, though up to 49c is named as to quantity.

Codliver oil is meeting with slightly more inquiry and holders are not the anxious sellers they were a few weeks ago. Up to \$27 is asked for certain brands, but small lots offer in instances down to \$25. The prices are still below the parity of primary values and a further advance is expected.

Ergot is held with increased confidence and prices are a shade higher in consequence of advices from abroad; quoted 33c to 35c for Russian and 35c to 40c for Spanish, as to quality and quantity.

Grindelia robusta is offered more freely as the time approaches for the receipt of new crop, and sales at the close were made at 20c to 22c.

Juniper berries are in moderate demand and values are well sustained at the range of 2c to 2¼c.

Lycopodium is seasonably dull with sales of ordinary at 82c and Pollitz at 85c.

Menthol has developed increased strength under the influence of cabled reports of higher foreign markets. Nearly all the cheap lots have been taken up and \$2.50 is now a general quotation, though sales have been made at \$2.35.

Opium has been advanced and the tone of the market is firmer in sympathy with the position of the article at primary sources of supply. The demand does not improve, however, and seldom exceeds jobbing limits. Cases are now held at \$3.17½, and \$3.20 to \$3.22½ is named for broken packages. Powdered also shares in the advance, and the quotation of the market is now \$3.55 to \$3.60, as to quality.

Quinine is finding steady moderate sale at manufacturers' prices, or 20c for bulk in 100 ounce tins. For the limited stock of outside German second hands are asking 19½c to 20c. Java was quoted at 19c to 19½c.

Saffron, American, maintains its upward tendency, and the last advance has brought the limit up to \$1.10, though the demand is comparatively light.

Tonka beans, Angostura, are held with increased firmness, most dealers quoting at an advance to 65c to 67c, though 62½c will yet buy.

Vanilla beans, Mexican, have sold actively since our last and values are well sustained at the range of \$2.75 to \$6.50 for whole, and \$1.75 to \$2 for cut. Tahiti are also in good demand and jobbing prices are steadily maintained at 55c to \$1.25.

**Chemicals.**

Acetate of lime continues in steady demand at the previous range of 1.60c to 1.65c for brown and 2.35c to 2.40c for gray, as to quantity.

Alum is meeting with about the usual jobbing demand and values are maintained at the range of 1.75c to 1.85c for lump and 1.85c to 1.95c for ground.

Arsenic is neglected at the moment, the demand from Paris green makers being over for the present. Quotations are maintained at 2½c to 3¼c for white and 6¾c to 7c for red.

Blue vitriol has been advanced by the manufacturers to the basis of 4.90c for car lots; jobbing sales at 5¼c.

Carbolic acid is dull, but prices are maintained at 13c to 14c for bulk crystals in drums, and 19c to 22c for bottles.

Chlorate of potash is in improved demand and we hear of numerous jobbing sales at 8¼c to 8¾c for both crystals and powdered.

Citric acid has been in good seasonable demand, and makers quote firmly on the basis of 38c to 38½c for barrels and kegs respectively.

Cream of tartar is steady in price and a good jobbing demand is reported, with sales on the basis of 23½c for crystals and 23¾c and upward for powdered.

Quicksilver is held and selling moderately at prices within the quoted range of 56c to 58c.

Tartaric acid is maintained firmly at the quoted range of 29c to 29½c for crystals, and 29½c to 29¾c for powdered.

Zinc sulphate is in limited supply, weather conditions of late having been unfavorable for production. Sales are making at the range of 2¼c to 2½c and the tendency is upward.

**Essential Oils.**

Anise is unchanged but holders are firmer in their views at the quoted range of \$1.12½ to \$1.15.

Camphor is well maintained in the face of an active demand and lightness of spot stocks at the range of 10c to 12c.

Cassia has been in good demand and values are well maintained at 75c to 77½c.

Citronella is in good jobbing demand, with the sales at 34c to 40c.

Cloves has marked a further advance, with holders naming 80c to 82½c for cans.

Messina essences are maintained with considerable firmness in view of unfavorable weather reports. Bergamot is quoted at \$2.10 to \$2.25; lemon at 55c to 66c and sweet orange at \$1.75 to \$1.95.

Pennyroyal is in demand and holders are reluctant sellers at \$1.75, old oil being practically out of the market and new crop not yet available.

Peppermint has sold actively in the interval at slightly lower figures, or, say, \$2.25 to \$2.65 for tins. HGH is held and selling at \$3.00.

Rose is firmer in sympathy with corresponding conditions in the primary markets, and while \$3.85 to \$4.50 is yet quoted generally, some dealers ask 25c more.

Spearmint is irregular and unsettled, caused by reports of a large crop, and some holders have reduced quotations to the range of \$4.65 to \$4.75.

Tansy is affected by the same conditions and recent sales were at \$3.60 to \$3.75.

**Gums.**

Few developments of consequence have come to the surface since our last in the department of druggists' gums. Camphor is held with notable firmness at the previous range of 68c to 68½c for barrels and cases, respectively. Aloes continue in fair jobbing demand at the range of 5c to 5½c for Curacao, and 10c to 11c for Barbados. There is some demand for Arabic sorts, and 5½c is generally named.

**Roots.**

Blood is maintained at 8c to 10c, with a moderate jobbing demand at this range.

Golden seal is inactive, but the quotations of the market do not vary from \$1.25 to \$1.30 for spring and summer dug, and \$1.40 to \$1.45 for fall dug.

Jalap is in good jobbing demand, with the sales at 9½c to 11c, as to quality.

Sarsaparilla, Mexican, is firmly maintained at the recent advance to 10c, and the tendency is still upward.

Senega continues held, and small sales are making at the range of 63c to 64c.

**Seeds.**

Anise, Italian, is offered more freely and values are fractionally easier at the range of 8½c to 10c; German is scarce and holders of the limited available supply name 5¼c to 6c.

Canary is dull and easier at a decline to 5c to 5¼c for Smyrna and 5¼c to 5½c for Sicily.

Caraway is firmer in sympathy with the primary markets, and holders generally name 6¼c to 6½c.

Celery is in upward tendency, and recent sales were at the higher range of 7¾c to 8c.

Fœnugreek is in better supply, and offers more freely at 2½c to 2¾c.

Wormseed, Levant, continues scarce, and quotations have been advanced to the higher range of 17c to 18c; American held and selling at 7c to 8c.

**American Machinery in Germany.**

Arthur Colton, of Detroit, Mich., has taken vigorous steps to introduce his pharmaceutical machinery into Germany, having sent over to Berlin a complete line of his machines in charge of F. H. Roellinger, an expert from the Detroit office. The machines, which will be exhibited by Mr. Roellinger first in Berlin and possibly at other places later, include the new collapsible tube closing machine which is illustrated herewith



Colton's Automatic Closer for Collapsible Tubes.

and which can close 25 tubes per minute. Among the other interesting machines to be exhibited are machines for making tablets, pills and lozenges, for sugar and gelatin coating, stills, evaporating kettles, vacuum pans, granulating machinery, etc., etc.

Mr. Colton now ships appliances to all parts of the world, and will be pleased to furnish information to all who may be interested in labor saving machinery for the pharmaceutical laboratory. His address is Detroit, Mich., U. S. A.

## Opportunities for Export Trade

### THERIACA; A TALE OF TWO CITIES.

#### A Medicament Dating from the Time of Nero Which Will Shortly Disappear from the French Pharmacopœia.

(From our Paris Correspondent.)

I.—AT ROME.

It was my last day in Rome, a pleasant evening last May. My winter's engagement (as English assistant in an Italian pharmacy near the Corso) had just terminated, and I was profiting by my freedom to see the city before leaving. Thus I found myself among the ruins of the ancient Forum with an Italian friend and a French tourist; both fellow pharmacists and somewhat my seniors.

The Italian was "doing the honors" with native eloquence. "There," he began, "is Via Sacra, where Galen's pharmacy stood. What a sight it must have been when that silent street was crowded with clattering cars, and the mighty mart murmured with the multitude of voices of venders of various wares! And yonder, at the foot of the Capitoline Hill, was the Via Unguentarius, or 'Street of Ointments,' mentioned by Horace, where our predecessors, the 'pharmacopolæ,' drove a thriving trade in those good old days ere cutting commenced."

"Predecessors of whom I should think we need not unduly boast, I am afraid," said the Frenchman, dryly, "half poisoners, half sorcerers and wholly rogues, according to your old Latin authors. We French pharmacists prefer to look for our ancestry in another direction."

"Such as they were they were the druggists of ancient Rome," replied the other, "and some of their medicaments were genuine enough to still figure in your French Pharmacopœia—theriaca, to wit."

"*Ave Cæsar! Morituri salutamus!*" replied M. X., pointing to the Colosseum. "The triumph of polypharmacy you mention gives you its dying salute; it disappears definitely from the Codex once the 1905 edition is printed."

The discussion was waxing warm so I smoothed over matters by inquiring what might be the nature of the famous medicament which, popular in Rome under the Cæsars, was still to be found in a modern pharmacopœia.

"Theriaca Andromachi," replied Giovanni, seating himself on a ruined column, "is an electuary composed of some 60 ingredients, which takes its name from Andromachus, archiater or head physician to the Emperor Nero. I need not tell you that the one great dread of these tyrants of early ages was assassination, and above all, by poison. Their highest ambition was to make themselves, so to speak, poison proof. This Mithridates, a contemporary of Pompey and C. Julius Cæsar, invented a famous electuary"—

"*Mithridate Damocratis Medicamenta Deorum Manus*," interrupted M. X. "I saw it on an old drug pot years ago."

"Theriaca was really only an improved edition of mithridate; Andromachus added a few new ingredients, the principal of which was the head of the viper. Its popularity was great and what is more, permanent. Learning and civilization in general, and pharmacy among the other arts, drifted from Rome to Byzantium, from Byzantium to Bagdad and (with the Moslem invasion of Europe and Africa) from Bagdad to Alexandria, Granada, Salerno, etc. Thus we find theriaca has been made at Calro from time immemorial, so to speak. The Sultans of Egypt used to make presents of the world-famed medicament to their friends and neighbors—there is a document extant which mentions a little gift of this kind made to the Doge of Venice. Toward the twelfth century Italy became the great center of the trade in drugs, etc., especially at Venice. Now, theriaca requires so many substances that it would have been difficult to find them all in any other land; and the fact that

this electuary was called "Venice treacle" in England and "triacle" in old French seems to me to prove that it was first carried to London by our "Merchants of Venice," and from there found its way to Paris. It was prepared annually in Venice at the epoch of the great annual fair, with a certain amount of ceremony, and usually in public, 'as a guarantee of good faith,' I suppose."

"Now I think of it," I remarked, "I have read in a work written by an English tourist in Italy that some kind of 'snake medicine' is (or was in his time) still made in Venice on one day only in the year, the same day as fixed centuries ago, by an individual who, like all his assistants, is dressed in a fifteenth century costume. He carries out his operations in the midst of a dense crowd of peasants on one of the 'campi' or open squares. So is the ancient ceremony thus kept up in the twentieth century."

"I hope the charlatan has been prosecuted for illegal practice of pharmacy before now," grumbled Giovanni, "but I am not a Venetian and so cannot say for certain. In the course of the centuries Genoa and other places shared with Venice the privilege of its manufacture, and so the medicament, regarding which Galen wrote his long communication to Pison, finally became known throughout the civilized world. Orvietan, a medicament of similar nature, but of simpler composition, was likewise of Italian origin, taking its name from Orvieto (Tuscany), where it is supposed to have been invented in the sixteenth century. It had an equally widespread, but briefer popularity than theriaca, and you may have come across a reference to it in the novels of your countryman, Scott."

"Yes, in Kenilworth. But I am no more a Scotchman than you are a Venetian."

This took some time to explain, for Giovanni, like many Latins, classed all English-speaking folk from Kent to California and from Melbourne to Massachusetts in the same category; and we talked no more of pharmacy.

II.—AT PARIS.

It was after dining with M. X., in Paris, in the little snugger behind his pharmacy, and the subject under discussion was Anglo-French pharmaceutical relations.

"Among the most famous of the French pharmacists and chemists who have made a longer or shorter stay in England," said he, "was Moses Charas, apothecary to Monsieur le Duc d'Orléans (only brother of Louis XIV). He took refuge abroad, like so many of his fellow Huguenots, when his Most Christian Majesty revoked the Edict of Nantes, but, like the gallant "Henry of Navarre," Charas finally came to the conclusion that 'Paris was well worth a mass,' abjured his Protestantism and re-entered into royal favor. He was the first to make theriaca in public in Paris (this was in 1667, before his exile), and he thought the event of sufficient importance to publish a special work on the subject."

"Ah, theriaca," I replied thinking of our Roman chat, "but of course it was known in France before then."

"Certainly. In fact, one of the most curious pharmaceutical poems in the French language is Pierre Maginet's 'Theriaca,' published in 1623, a versified translation of the Latin description of the various ingredients and the mode of preparation—terribly lengthy, of course."

"How many drugs were there officially?"

"Let me see. Here in the 1818 Codex, the 'Electuarial Opiata; opiatum polypharmacum dictum Theriaca' boasts 71 ingredients and occupies nine pages. In this 1837 edition the 69 drugs are described in three pages. In 1866—this is 'Dumas' Codex'—there are but 57; still he respected the 60 grammes of dried vipers and the 10 grammes of castoreum! But the last (1884) Codex abolishes the vipers—it was the thin edge of the wedge, so to speak, for this was the ingredient most cherished

by our forefathers, as you will know if you have read Madame de Sevigné."<sup>\*</sup>

"And is theriaca still used in Paris itself?"

"Very seldom. The Central Pharmacy of the Paris hospitals is, I should imagine, the place in Paris where the largest quantity of old fashioned remedies is yearly prepared, and I was told there that they made it probably once in ten years. I have also seen it in some first-class and well-stocked modern retail pharmacies, in tiny quantities of course.

"It was a very different matter a couple of centuries ago, when it was publicly prepared at what is now the School of Pharmacy and was then the Garden and Hall of the Guild of Paris Apothecaries. The drugs were first laid out for public inspection and explained to the scholars, apprentices and others interested, and everything was done with due ceremony and solemnity. Thus we learn that in 1684 Matthieu Farcols Goefroy, Antoine Jossou and Simon Boulduc, all leading apothecaries of the epoch, took four months to prepare 400 pounds 'in great pomp.' But Rouvière in 1702 'went one better.' He made 2,200 pounds in the Great Hall, before all his assembled colleagues and many outsiders. No jar existed capable of holding such a quantity, so he had a very handsome one specially made, which was long shown as one of the curiosities of his laboratory."

"I noticed among the porcelain at the Louvre Museum," said I, "a couple of large but artistic jars bearing the inscriptions of theriaca and orvietan."

"Yes, most of the biggest of the old fashioned drug pots which have been preserved in many museums as specimens of French *faïence* of the seventeenth and eighteenth centuries bear the names of one or the other of these electuaries. They used to occupy the place of honor in the window or on the counter, something like the carboys. But nowadays one can keep one's stock of theriaca in an ointment jar the size of a big pill box."

"And this public preparation, was it done at the cost of the Guild?"

"Until 1730 or so. Then a company was floated with a budget of its own, but always morally supported by the apothecaries. At first this company prepared theriaca only, but some 30 years later they added other remedies to their list, doubtless those for which this wholesale method of manufacture was found the most advantageous. I suppose they paid their way, for in 1784 the Guild itself again entered into a profit sharing arrangement with the company. Of course the great Revolution upset this and everything else in Paris, but it is curious to notice that after that event they were never able to reorganize on a paying basis. The experiment was made. I have an old journal dated 1799, which states that the Theriaca Bureau at the School of Pharmacy sold the electuary at 10 francs per lb., including the tin. But the old home of the Apothecaries' Guild was soon transformed into the purely educational establishment we know to-day. Some years ago, in an obscure corner of the building, some gigantic earthen ware pots were unearthed, bearing the inscription 'Theriaca.' Gustave Planchon, then director of the school, presented one of these relics of the past to the Paris Society of Pharmacy at their monthly session, reading at the same time a paper on 'Theriaca,' to which, to tell you the truth, I owe most of my information on this little known subject. The study of pharmaceutical history was the hobby of the leisure hours of the worthy director. He died in 1900."

And M. X. gave "the passing tribute of a sigh" to the memory of his kindly colleague, and proposed we should adjourn for coffee.

<sup>\*</sup> Madame de Sevigné writes (September 8, 1685): "It is to vipers that I owe the robust health I now enjoy. They temper, purify and refresh the blood. But real flesh and blood vipers must be used, not powder; the latter is heating unless taken in soup, cream or some such thing refreshing. Ask M. de Boissy to send you ten dozen vipers from Poitou, three or four only in each box, that they may travel in comfort, packed in moss and sawdust. Take a couple every morning, cut off the heads, have them skinned and chopped up and stuffed in a chicken. Do this for a month, and then blame your brother if M. de Grignan does not become as well as we would wish him to be."

## How to Transact Business with Spanish-American Countries.

The consular note from Waldemar C. de Korab, United States Vice-Consul at Asuncion, Paraguay, on the methods of transacting business with Paraguay, which is published below, contains much that is applicable to Spanish-speaking countries generally and which it would be well for our export merchants to heed:

"Keep in mind that Spanish is the language of this country and not English. Prepare catalogues, price-lists, etc., in Spanish and correspond in Spanish.

"Prepare trade offers carefully, with a view to make them easily understood and easily accessible. Booklets of the size of the consular reports, or smaller, are better than fancy sized sheets, etc. The headings or title pages must state clearly what you offer. People here are not up to American catchy headings, and their interest is not aroused if they read, for instance: 'The New Style,' 'The Invincible,' or 'Illustrated Trade Catalogue of John Jones Mfg. Company.' Instead of this tell them on the title page you want to sell 'brushes,' 'wire,' or 'Jones' plows.' Give 'introductions,' history of establishments and such on succeeding pages, not at the beginning. The chief reason for all this is that this climate is not suitable for much work, and people do not care to read more than is actually necessary. They must be caught at once or they will leave the matter for 'mañana' (to-morrow), and forget about it.

"I have often heard this: 'Yes, your people strive hard in recent times to introduce American goods into Paraguay. They send catalogues and letters by the heap, and if one does not answer they write again and again. But it is of little use because we want to see the goods and judge for ourselves.' Another reason is 'no credit,' whereas German, French and British houses offer credit. A German house recently gave a credit of two years on a certain article which they wanted to introduce. All these objections can be obviated by sending a representative and establishing a sample deposit here or a warehouse. Local agents are of no avail. Several of our exporting houses, dealing in different kinds of goods, could unite to advantage in their service here, where rent and costs of living are cheap."

## Commercial Relations of Chile and the United States.

United States Vice-Consul R. S. Atkins, Valparaiso, Chile, recently transmitted the following communication, addressed to the United States Consul by Messrs. R. Tillmans & Co., of that city, regarding trade with the United States:

"First of all, attention should be called to the convenience it would be to have established in this port, as the center of Chilean trade, an American bank, and have American commerce independent of English banking relations and no necessity for the reduction of American currency into English money. The United States being to-day a financial power ought not to transact its business in English money. The commerce from the east and west coasts is more than sufficient to warrant the establishment of a banking institution here. Business would increase considerably with facilities to settle accounts in American money, and manufacturers and dealers of the United States could get information of the standing of their customers more directly through the head office or correspondents in New York.

"Second, the establishment of an independent steamer line from New York to this port is desirable. It should not be in the hands of merchants, who might find it to their interest to collect the highest freight charges for goods belonging to their competitors and to favor their own importations, obtaining advantages by many means and excluding goods if they wanted to keep the market, etc.

"We think it worth while to ask the consul to draw the attention of his Government to these observations made in the interest of direct independent commercial relations of the Republic of Chile with its great sister Republic of North America."

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, AUGUST 28, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY  
**AMERICAN DRUGGIST PUBLISHING CO..**

62-68 West Broadway, New York.

CHICAGO, 221 Randolph St. PHILADELPHIA, 3713 Walnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.  
THOMAS J. KERNAN.....Associate Editor.

ROMAINE PIERSON.....Manager Chicago Office.

\$1.50 a year. 15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT

**MORE POWER FOR THE BOARD.** The Ohio State Board of Pharmacy has been advised by the Attorney-General that it may revoke the certificate of any pharmacist found guilty of selling narcotics without prescriptions, after serving notice and giving the offender a hearing. It is expected that a vigorous crusade against illegal cocaine sellers in Cincinnati, Cleveland, Toledo and Columbus, where violations have been numerous for some time, will be started. We learn that evidence has been secretly collected in Cincinnati for several months past. Interesting developments may therefore be soon expected.

An item in the August number of the Montreal *Pharmaceutical Journal*, under the title "The FATS, NOT RATS. Decomposition of Iodine by Rats," recalls a reference in a medical journal to "The Occurrence of Babies in Washington." Our Montreal contemporary's note had, of course, nothing to do with rats, but pertained to a work of Heffter on "The Decomposition of Iodides by Fats," while our medical contemporary was not discussing babies, but rabies. It appears from Heffter's note that the decomposition which is so prone to take place in ointments containing iodides is not due to the action of fatty acids, but to the formation of hydrogen dioxide, formed by the action of light on the water present in the fats.

**RECRUDESCENCE.** The recrudescence of Thimme, of "shorter hours" fame, is signalized in the publication of a pamphlet by the Liquezone Company, of Chicago. Mr. Thimme has organized another league, which is this time called the National Anti-Adulteration League, and the officers of which have received some attention in reports by Pinkerton detectives and others at the instance of the Liquezone Company, who assert that Thimme's new activity in the line of preventing adulteration of drugs has been inspired by the manufacturer of a preparation of a nature similar to Liquezone. It is sad to think that a man of Mr. Thimme's versatility should not devote his energies to some really useful end, and not be forever endeavoring to connect himself with pursuits which are outside whatever legitimate occupation he may have. Druggists are insulted by his interference in their affairs.

**ILLEGIBLE PRESCRIPTIONS.** A free government has its advantages, but no one knows better than the broad-gauged American that "paternalism" has its bright sides. Thus Austria is about to adopt a law guarding against errors in dispensing medicines by druggists by compelling doctors to write their prescriptions legibly. A rescript recently issued by the Minister of the Interior of Austria deals specifically with this question, and orders that no pharmacist shall deliver to any one a medicine which is not perfectly legibly prescribed by a physician. The name and address of the patient must also appear in large letters on every prescription, but if the patient refuses to have his name so marked, as he may do, the prescription must be marked with initials or signs making its identification possible. This excellent example merits imitation everywhere, particularly in the United States, where so many doctors still regard it as a sign of erudition, if their handwriting be well-nigh indecipherable.

**"THE COMING DRUGGIST A GIRL."** Thus comments a Philadelphia newspaper on the fact that some eight girls had passed examinations successfully before the State Pharmaceutical Examining Board. It is astonishing to note the tone of surprise which newspapers adopt in referring to the success of women candidates for licenses to practice pharmacy. We have always had women pharmacists, and if more of the sex now pursue the study of pharmacy systematically and graduate regularly from colleges of pharmacy it is no surprising sign of the times, but merely a logical development. Within certain limitations women are particularly well qualified to act as pharmacists, but since the wholesale manufacturers have usurped the function of the retail pharmacist in the manufacture of galenic preparations in which some knowledge of cookery was re-



quired, the availability of women in pharmacy has become rather more restricted. Their neatness and deftness of touch will, however, have always ample scope in the prescription department, though it is unlikely that the average woman can be depended upon to exercise the care in details which is called for in many manipulations of the pharmaceutical art.

**TELEPHONE PROFITS.** The telephone question is likely to receive considerable attention at the annual meeting of the National Association of Retail Druggists in Boston next month. There is no reason other than what a monopoly may dictate why New York druggists should not have 5-cent slot 'phones, with a commission of 40 per cent. on receipts in excess of 30 cents a day, as do the druggists of Chicago. It may be necessary to impress the local telephone company with the necessity of reforming their methods in the interest of retail pharmacists, and if the N. A. R. D. gets actively to work on the subject the outcome will not remain long in doubt. As conducted at present, the telephone service in New York drug stores is a nuisance which is only equaled by the free directory and postage stamp nuisances.

**THE NEW PHARMACOPŒIA.** The new Pharmacopœia continues the subject of interesting comment and valuable criticism, and the installment of Professor Sayre's study of the pharmacognosy of the work which is contained in this issue draws attention to a feature of the book which the practical pharmacist is apt to overlook. Professor Sayre looks at the work with the eyes of a specialist in pharmacognosy, and it is but natural that he should dwell appreciatively on the transfer of varieties of plants from one natural order or family to another. In contrast with this study the reviews by the two British editors, Mr. MacEwan and Mr. Want, are especially interesting. Mr. MacEwan is a pharmacist who enjoyed the advantages of an old-fashioned apprenticeship to the business under one of the most eminent men in Scotland, and his impressions of the new revised edition of the Pharmacopœia connote an intimacy with galenical work which is refreshingly characteristic of all his writings on pharmaceutical subjects. We venture to say that some of his observations will surprise even the men who builded the book.

#### Reminiscences of Dr. Rice.

Friends of the late Dr. Rice who may have letters of the deceased or literary remains of any kind are strongly urged to communicate with Miss Adelaide Rudolph, 18 Wilbur street, Cleveland, Ohio, who is making a scrapbook of memorial matter for the Committee on Historical Pharmacy of the American Pharmaceutical Association. Some letters or notes which may seem inconsequential or trivial to the possessor might serve to complete a link in the chain of reminiscences which Miss Rudolph is at work upon. Some idea of the friendly relations which existed between Dr. Rice and Miss Rudolph can be obtained from her letter on Dr. Rice as a naval pharmacist published in the preceding issue of the *AMERICAN DRUGGIST*. Busy man though he was and always engrossed in work of either a literary or chemical character, Dr. Rice still found time to indulge in letter writing, and many evidences of his literary style should be forthcoming. It is largely a labor of love in which Miss Rudolph is engaged, and we trust that a large number of the men and women who enjoyed the privilege of maintaining epistolary relations with Dr. Rice will respond to her request for the loan of the manuscripts. If it is inconvenient or impossible to do this, perhaps some of our readers might be able to oblige Miss Rudolph and the Committee on Historical Pharmacy with personal reminiscences of the deceased, based upon their social or professional intercourse with him.

#### The Druggist's Lot.

Late to bed and early to rise, with occasional getting up o' nights, small profits and scant honors are the lot of the retail druggist. The pharmacist in the country town does have something of a social status, but he has to pay dearly for it, being at the beck and call of every one and being apparently marked out as a special victim of fate. A personal letter recently at hand from a friend who fills the rôle of leading druggist in a country town is so full of human interest and portrays in such vivid, though rugged, language the fast crowding incidents which go to make up the life of a busy druggist that we have no apology to make for presenting the letter in full below, for we know that the simple narrative will touch a responsive chord in the hearts of many of our readers who likewise have suffered from petty peculations, from unceremonious leave-takings, from fire, from pestilence and from lightning. But, after all, there is a happier note at the end, for it will be observed that the cheerful idiots who came in to inquire whether this was the store that was struck by lightning rolled up \$15 additional sales, thus affording some sort of compensation. And, indeed, our enterprising friend seized opportunity by the forelock by decorating the front of his store with a lurid home made poster depicting a streak of zigzag lightning of the fiercest type and explaining in letters half a foot tall the character, extent and monetary value of the damage inflicted. Thus does the nimble witted druggist turn even adversity to useful ends!

Things had quieted down to what I thought was the steady midsummer jog, but just as soon as I wrote and told you that I had some time to spare the rush overwhelmed me and I have been hard at it seven days a week and from 7 a.m. to 11 or 12 p.m. The following Monday my clerk left without notice, went to supper and has not got back yet or never will. Two weeks before I had accepted the resignation of my junior clerk, after I had deliberately let him steal \$25 more on top of the three or four hundred he had filched from me—so that I could send him up for three or five years. Had it all arranged with the police to snatch him when I gave the signal. I weakened at the last moment. Did not have the nerve. So I am now running this business with the aid of one employee, a green boy—not four weeks in the business—and with a trade averaging \$86 a day!

I was on the jump, but now am on the limp from an injured knee-cap. Too much hurry up—caught the sharp end of a shelf just under the outer edge of right knee-cap—going full tilt, and most knocked cap off. Getting bottle from high shelf I pulled out a small bottle that had not been in line of sight—heavy little Lubin sachet vial with sharp edges—which cut through to bone of eye socket, through eyebrow, and blackened my eye. Began wondering what had hoodooed me and felt scared when I speculated upon what might come up next time.

Now feel relieved—the worst has happened—there can't possibly be worse than being struck by lightning, can there?

Was alone in store Sunday when it showered, and at 4.55 p.m. a bolt of lightning struck the flagpole on the corner turret of building before my big quadruple (four plates) show window. Pole was shattered and splinters strewn half a block around and shingles ripped off the roof. The lightning burned out the window circuit of electric lights and had a most curious effect on my new \$250 cash register. Two of its computing devices refuse to work and the seven wheels bearing the figures seemed to be highly magnetized.

Well, I can't stop here another minute, for the 12.10 (midnight) car is almost due and my home is five miles away. That lightning was worth \$15 to me in extra trade—cheerful idiots coming in to see the man who was struck by lightning and inquire how it feels!

#### Passes His Comprehension.

Inclosed find renewal of my subscription. How any druggist could do without so indispensable an aid to dispensing passes my comprehension.

F. O. PIERCE.

New York, Aug. 5, 1905.

## FOREIGN OPINION OF THE AMERICAN PHARMACOPŒIA.

## Reviews by British Editors.

Immediately upon the publication of the eighth decennial revision of the United States Pharmacopœia, copies were procured by the editor of the AMERICAN DRUGGIST for transmission to a selected list of editors of foreign pharmaceutical journals who had agreed to subject the book to a critical study. We have been favored in this way with several interesting reviews, and present below the views of the respective editors of *The Chemist and Druggist* and the *British and Colonial Druggist*, of London.

## Galenical Pharmacy in the U. S. Pharmacopœia.

BY PETER MACÉWAN, F.C.S., Pharmaceutical Chemist,  
Editor of *The Chemist and Druggist*.

Dr. John Attfield, F.R.S., editor of the British Pharmacopœia, 1898, speaking at the British Pharmaceutical Conference recently, mentioned that Prof. J. P. Remington, in sending him a copy of the United States Pharmacopœia, told him not to criticise the work until he had read the preface. A wise injunction. When one does so the fact stands out that little is said in the preface about pharmacy in the strict sense of the word. Of analysis, purity, assaying, nomenclature, botany, posology, therapeutics and what not, there is enough and to spare, but

## GALENICAL PHARMACY IS CONSPICUOUS BY ITS SUBORDINATE POSITION.

Four dozen preparations new to the work have been added to it, and formulæ for six dozen or so have been removed. If one looks at the group of plasters (one added and seven wiped out) one feels that pharmacopœias are not a measure of popular medicine, for if there is an ancient galenical form that persists and is beloved of the people, owing to its goodness, it is the plaster. So, too, other popular forms of medication—pills and tablets—do not shine in the U. S. P., and the American druggist or pharmacist must turn elsewhere for his information in regard to them.

I do not say this in a derogatory spirit, but simply to emphasize the fact that the U. S. P., like the British Pharmacopœia, is a guide to the forms of medicines prescribed by physicians, and its monographs are the standards by which they are to be judged. From this point of view the new edition is a splendid reflection of present day requirements. I am aware that prescribers do not confine themselves to pharmacopœial prescriptions. Medical treatment is collective (*i. e.*, pharmacopœial) or individual (*i. e.*, proprietary), and it is only when any part of the latter establishes its utility by general or long use that it is merged into the collective. Emplastrum adhaesivum and liquor antisepticus are fair examples of what I mean; the former is not rubber plaster nor the latter Listerine, but in the opinion of the Pharmacopœia Committee they will serve the purposes for which they were designed.

To me,

THE MOST STRIKING FEATURE OF THE NEW PHARMACOPŒIA is the blow which it strikes at percolation. Not a severe blow, but sufficient to arrest the thoughtful among pharmacists. We have been apt to regard percolation as the surest method of extracting the soluble constituents of drugs; by "we" I mean English speaking pharmacists, and the idea has carried us beyond the limits of safety in some cases. So I welcome the macero-shaking process which has been adopted in the majority of the assay processes. It is nearly a quarter of a century since a German pharmacist conclusively demonstrated that maceration is better than percolation when the proportion of menstruum to solid is five to one or more, and macero-shaking is an established method of extraction among experimental chemists.

## ADMIRATION FOR CHEMICAL MONOGRAPHS.

The chemical monographs of the Pharmacopœia are much admired by leaders in the United Kingdom, and have always been. There are, I believe, two methods of writing such monographs, one being to sit down and collate from literature the best possible in the circumstances and get experts to criticise what is written. This is a patchy sort of monograph which sooner or later reveals its imperfections. The other method,

followed in compiling the U. S. P., is to sample commercial products and determine their relative purity, ascertaining what a higher degree of purity would cost. By this method the best commercial product becomes the pharmacopœial standard. This meets a complaint which chemical manufacturers have long and reasonably made—namely, that pharmacopœial standards are sometimes fixed without regard to the possibilities of manufacture on the large scale, and irrespective of price. Moreover, the U. S. P. monographs are models of precision, the exact conditions of testing being prescribed, especially the quantities of materials to be taken when a limitation qualitative test is to be performed.

I am pleased to observe that the committee has adopted the strengths of certain galenical preparations to the standards suggested by the 1902 Brussels Conference. The American tincture of aconite has always seemed to outsiders a particularly dangerous preparation, although it was based on Turnbull's original formula, which still persists (to a limited extent) in this country for veterinary purposes.

## THE WORK WELL RECEIVED AND HIGHLY COMMENDED.

Speaking, as far as I am entitled to, for British pharmacists, I may say that the new edition of the United States Pharmacopœia has been well received and highly commended here; indeed, more has been written about it and more said publicly (*e. g.*, at the British Pharmaceutical Conference) than I have seen reported in American journals. We are now beginning the revision of the British Pharmacopœia, and I venture to say that the most valuable material our committee has to work from is the 1900 U. S. P. In future these two works should be published at quinquennial intervals, the B. P. in 1910, the U. S. P. in 1915, and so on. This arrangement should be of mutual service, and would bind still closer the pharmacists of two peoples of kindred origin.

## A Comparison with the British Pharmacopœia.

BY W. PHILLIP WANT, F.C.S.,

Editor of the *British and Colonial Druggist*.

The eighth decennial revision of the U. S. Pharmacopœia marks a distinct advance over the current editions of the national volume of other nations. This is not, perhaps, stated broadly, remarkable, as the latest issue has naturally the advantage of the most recent researches, and can also profit by the criticism on all works previously issued. But, while admitting all this, there is something more which accounts largely for the satisfactory results obtained, and that is that the whole work of revision is conducted on a businesslike basis. Pharmacists have the main hand in the preparation, and hence, their position being an officially recognized one, they feel their responsibility to the full, and their best work is put into the hands of the committee. Compared with the place British chemists have in connection with the B. P., our American brothers have much on which to congratulate themselves. With the appointment of a Committee of Reference in Pharmacy, on which most of the leading English, Scotch and Irish pharmacists are serving, matters have no doubt improved in this country, but even now the General Medical Council is the controlling body, and pharmacists can only take part by invitation of the medical authority.

When the B. P. of 1898 saw light, much confusion was caused by the fact that no date was laid down when it should come into force, and it was only after the inconvenience of the abrupt change of standards had been forcibly represented to the General Medical Council that a period of grace was allowed. No such uncertainty is permitted in the States, a definite date being announced, affording a period during which pharmacists and physicians can adapt themselves to the altered requirements.

## THE PURITY STANDARDS.

The limits of impurity have been laid down, speaking generally, with due regard to what is practicable in the case of each article. The large additional number of drugs and galenicals which are standardized is a marked sign of the times. No doubt we shall see in the future continual advance on these lines. The adoption of a fixed 10 per cent. strength for potent tinctures, in accord with the recommendations of the congress

held in Brussels three years ago, is, on the whole, a wise step, although some little inconvenience may be caused in regard to the changes in doses involved, but the advantage of having such an article as tincture of opium of the same potency the world over certainly outweighs other considerations.

#### STANDARDIZATION.

Coming back to the question of standardization, the principle has been carried out on lines which are generally commendable, but it is perhaps a creditable service to introduce standards for certain drugs which are not themselves directly used in powdered form. The adoption of 25 degrees C. as the temperature for determining specific gravity, though no doubt *per se* a convenience in America, has this drawback, that the results obtained will not be directly comparable with European figures. This is, however, a small matter as the variations are but slight.

#### THE CHANGES IN NOMENCLATURE

are, broadly speaking, commendable, but we on this side rather deprecate such words as fluidextract; we are, however, grateful that the editors have spared us certain Americanisms in spelling which only too frequently disfigure Transatlantic works. Space does not permit of a lengthy review of the new Pharmacopœia, but there appears to be little indeed to criticize in the book, of which the compilers have every reason to be proud.

(Written for the American Druggist.)

### THE PHARMACOGNOSY OF THE NEW PHARMACOPŒIA.

By PROF. L. E. SAYRE,

Dean of the School of Pharmacy of the University of Kansas, Lawrence, Kan.

(Continued from page 95.)

One of the new features in the eighth decennial revision of the Pharmacopœia that has especial interest for the pharmacognosist is illustrated in the first line of description of the drug. Thus Aconite begins: "The dried tuberous root of *Aconitum Napellus* Linné . . . ; Sabal: "The partially dried ripe fruit of *Serenoa serrulata* (Roemer and Shultes) Hooker filius" . . . ; Aurantii Amari Cortex: "The dried rind of the unripe fruit of *Citrus vulgaris* Risso" . . . ; Aurantii Dulcis Cortex: "The recently separated outer rind of the ripe fruit of *Citrus Aurantium* Linné" . . . ; Conium: "The full-grown but unripe fruit of *Conium maculatum* Linné" . . . . The terms "dried," "partially dried," etc., show a change of minor importance, perhaps, but this change indicates a more distinctive and specific identification of the drug in the present Pharmacopœia than that obtained by its predecessor. It is interesting to compare the various revisions of the United States Pharmacopœia from 1860 and note how it has grown, step by step, into descriptions of greater accuracy and developed more elaborate, but concise, definitions. In the earlier editions, it is well known, the Committee of Revision was satisfied in mentioning merely the name, the botanical origin and the part of the plant selected for the official drug, this not being accompanied by the slightest description of physical characteristics.

A careful comparison of the eighth decennial revision will show that the botanists have made some slight changes in the higher grouping of the plants. The term "natural order" (N. O.) has been replaced by the more natural term "Family," abbreviated Fam. A few drugs have been taken out of their former associations and placed in new (for them) families. The subjoined list of drugs (or plants from which the drug is derived) indicates the changes mentioned:

|                           | New Family.    | Old Family. |
|---------------------------|----------------|-------------|
| Krameria . . . . .        | Krameriaceæ    | Polygalæ    |
| Coca . . . . .            | Erythroxylaceæ | Linææ       |
| Granatum . . . . .        | Punicaceæ      | Lythrarieæ  |
| Lobelia . . . . .         | Campanulaceæ   | Lobeliaceæ  |
| Ulmus . . . . .           | Ulmaceæ        | Urticaceæ   |
| Humulus . . . . .         | Moraceæ        | Urticaceæ   |
| Cannabis indica . . . . . | Moraceæ        | Urticaceæ   |
| Ficus . . . . .           | Moraceæ        | Urticaceæ   |
| Terebinthina . . . . .    | Pinaceæ        | Conifereæ   |
| Pix Liquida . . . . .     | Pinaceæ        | Conifereæ   |
| Zingiber . . . . .        | Zingiberaceæ   | Scitamineæ  |

|                      |              |             |
|----------------------|--------------|-------------|
| Cardamomum . . . . . | Zingiberaceæ | Scitamineæ  |
| Calamus . . . . .    | Araceæ       | Aroidæ      |
| Ergota . . . . .     | Hypocreaceæ  | Fungi class |
| Chondrus . . . . .   | Gigartinaceæ | Algæ class  |

While the average pharmacist may care little about these botanical changes, it still must be a satisfaction to him to feel that the scientists who carefully studied and discovered the importance of such changes have been men who have exercised equal care in the identification of official drugs—a subject appealing more to the practical side of the practical and commercial pharmacist. The practical pharmacognosist never loses sight of the advantage of this higher grouping or classification, according to which he expects to find toxic agents in Loganiaceæ, Solanaceæ, etc.; acrid and pungent agents in the Crucifereæ; bland mucilage in the Malvaceæ, etc.

The pharmacognosist is inclined to ignore the alphabetical arrangement of the Pharmacopœia when pilocarpus and pimenta, strychnin and styrax are placed in juxtaposition, but prefers to adopt the family grouping above indicated. We shall therefore take up in review the drugs now official, arranged according to the scientific grouping, commencing with articles of animal origin, then following with the drugs derived from the various families of the vegetable kingdom, extending from the Algæ to the Ranunculaceæ.

#### ANIMAL TISSUES AND SECRETIONS, AND DERIVATIVES.

**Group Pisces.**—Oleum Morrhuæ. From this group we find isinglass (*Ichthyocolla*) omitted—no longer official. Cetaceum is still, very properly, retained.

**Insecta.**—Cera alba, Cera flava, Mel. The latter saccharine substance is said to be derived from *Apis mellifera* Linné (formerly *A. mellifica*).

**Mammalia.**—Adeps, Adeps Lanæ, Adeps Lanæ Hydrosus, Cetaceum, Fel Bovis, Fel Bovis Purificatum, Moschus, Oleum Adipis, Pancreatinum, Pepsinum, Sevum, Acidum Lacticum and Saccharum Lactis. Lanolin (Adeps Lanæ, not hydrous) is a new introduction. It may be not out of place to mention here the introduction in the present revision of Paraffinum, belonging to the group of fatty substances ("a mixture of solid hydrocarbons, chiefly of the methane series").

**Bacterial Products.**—Serum Antidiphthericum. This new official agent is defined as "a fluid separated from the coagulated blood of a horse, *Equus caballus* Linné, immunized through the inoculation of diphtheritic toxin. It should be kept in sealed glass containers, in a dark place, at temperatures between 4.5 and 15 degrees C. (40 and 59 degrees F.)." Then follows the description of physical characteristics and finally the following statement: "The standard of strength, expressed in units of antitoxic power, should be that approved or established by the United States Public Health and Marine Hospital Service. Average dose, 3,000 units; immunizing dose for well persons, 500 units." Many of the works on materia medica evade the question, What is an immunizing unit? Some state, in substance: Different standards, starting from different constants, are adopted by different makers of antitoxins. We are no longer to be in doubt as to the uniformity of the immunizing unit. This is given in detail in Bulletin No. 21, Hyg. Lab., U. S. Pub. Health and Mar. Hosp. Serv., Wash. The standard unit is obtained about as follows: The least certainly fatal dose of diphtheritic toxin for a 250 Gm. guinea pig is first determined. Then a guinea pig of same weight and same physical condition is injected with ten times this fatal dose of toxin, followed by a definite amount of antitoxin. If this amount of antitoxin protects the animal it is said to contain 100 units. The loss in power sustained by antitoxin in keeping, according to the U. S. P., varies between 10 and 30 per cent. in one year. "The date beyond which the serum will not have the strength indicated on the label" should be stated on said label is a wise requirement of the Pharmacopœia.

**Glandular Products.**—Glandulæ Suprarenales Siccæ and Glandulæ Thyroideæ Siccæ are entirely new official products. The first, desiccated suprarenal glands, are described as the glands of the sheep (*Ovis aries* Linné) or ox (*Bos taurus* Linné), freed from fat, and cleaned, dried and powdered. After the physical description, chemical tests are given to the

effect that the product should yield not more than 7 per cent. of ash, and an aqueous solution of definite strength should give an emerald green color upon the addition of a few drops of ferric chloride. T. S. Desiccated thyroid gland is directed to be freed from fat, and cleaned, dried and powdered. Upon incineration this product yields not more than 6 per cent. of ash. A test for the presence of iodine compounds is described.

The vegetable drugs will be taken up next in order.

(To be continued.)

### DRUG STORE ARITHMETIC—PROFIT CALCULATION.<sup>1</sup>

BY ARTHUR H. WEBBER,  
Cadillac, Mich.

Ask any man in business to-day what his chief anxiety was when he commenced his business career. Nine times out of ten he will tell you "fear of failure." His understanding of failure is to be closed out, sold out or the losing of whatever he has in business. And this is correct so far as it goes, but that which I consider the most pitiful of all failures is not taken into consideration, as for instance the man who plods along for twenty years or more with a business that barely allows him enough revenue to eke out a miserable existence is never classified by commercial agencies nor considered by the individual as a failure, and yet it is a question in my own mind if it would not have been better for a large number of men in the drug business to-day if in their early business experience they had met with the kind of failure they feared might come to them. It would have awakened in them a realizing sense of their weaknesses, shortcomings, and possibly they might have taken up with a calling that would have yielded them more success. I have known druggists who have not seen their families except at night, unless they happened to drift into the store in daylight. This condition represents a kind of failure not recorded by commercial agencies, but none the less a failure.

Assuming that these statements are correct and incontrovertible, let us try to find out the cause, if we can, and, if possible, the remedy.

If the annual diagnosis of the cause of business failures, as prepared by Bradstreet's, is correct, then the dictum, "Man is the architect of his own fortune," is not universally true, for their analysis goes to prove that eight out of eleven causes of failure, or about three-fourths, are due to the individual. The other fourth are due to causes beyond his control, such as disaster by fire, flood and failure of those supposed to be solvent debtors. Even on this basis the individual has eight chances to make success against three of failure.

Lack of capital is given as the most fatal single cause of failure. About one-third of the failures are accounted for in this way. Then comes incompetence, due to the mistaken idea of their vocation, poor judgment, mismanagement and kindred causes.

This analysis is no doubt correct, based upon what they consider as failure. Classify them upon the basis I have outlined, I believe you will find that the underlying causes are due to the fact that the gross profits are not in the right proportion to the expenses, or the expenses are too high for the volume of business.

I know that you will argue that all profits are regulated by competition. But are they? How large a percentage of goods in the average drug store is scheduled and priced as per agreement? Don't you believe that 25 per cent. would cover the amount? I think it would. You would then have three-quarters of your stock upon which to regulate your prices in the way it seemed best.

If through special or unusual competition this cannot be done, and you are unable to increase the volume, or decrease your expenses, then do not go into business. Or, if you are in, get out as soon as possible, for it does not pay to live the life and do the work of a druggist and receive the compensation of a day laborer.

Did you ever stop to consider how much actual gross profit you must have in order to make your business pay? Let us

assume that you have. How would it compare with the following figures?

Take a \$10,000 business as a basis, this being a fair average of the drug business in Michigan. In this estimate I have eliminated the department drug stores and the large city stores, which depend upon a large volume at a reduced expense rather than a reasonable profit, as I have it from reliable sources that they figure on a 20 per cent. gross profit. Now, in a business of \$1,000 a day there is money in it, even with a daily expense of \$175.

My figures go to show that you must make 40 per cent. upon a \$10,000 business to make it pay, and I arrive at it in this way: Rent, \$350; light, \$60; registered clerk, \$750; boy, \$120; postage, \$50; taxes, \$50; insurance, \$30; donation, \$100; advertising, \$160; repairs, \$100; personal services, \$1,000; 7 per cent. upon \$3,000 investment, \$210; license, \$25; heating, \$100; telephone, \$36; miscellaneous, \$100; total amount, \$3,241. With a gross profit of \$4,000 this would leave a net amount of \$759. It certainly could not be much less than this and still be classified as a successful business. In my opinion, the volume could be increased to \$12,000 without much additional expense, and in this event the gross profits become a net profit. Allow me to use a personal illustration: The first year I opened in Cadillac the amount of my volume of business was \$12,000, and my expenses were approximately \$3,600, or about 30 per cent. of my sales. As I increased the volume from year to year the per cent. of expense decreased, until last year it was less than 20 per cent.

The pharmacist who is playing in hard luck and cannot increase volume, profits, or decrease expenses, is up against a hard proposition, that can only be overcome by going out of business. It is a lamentable fact that we have too many drug stores, perhaps not so if the large stores and the department stores were eliminated, but, unfortunately for the small pharmacist, they are an established fact and we have to take conditions as we find them and not as we wish them.

Next in importance to the matter of making your gross profits conform with your expenses, or *vice versa*, is the eliminating from your stock of goods that fill up your shelves but do not sell. Ever keep in mind that surplus stock increases your investment, reduces your working capital and decreases your net profits, because of your inability to turn your merchandise over sufficiently often during the year. If you find yourself unable to turn over your stock three times a year there is something wrong with your methods of doing business.

The question of determining whether a certain class of goods pays or not is an easy matter to get at. Simply take an inventory of the goods the day of commencing the trial and whenever you wish to ascertain what your profits are invoice again and add to this amount the sales during that period and the difference between the first inventory—the last inventory plus the sales represents the gross profit.

We have experimented with this plan in our own business a great many times; several times we tried it on our bulk candy stock, with the result that we do not handle candy any more. The close proximity of twelve or thirteen clerks to a case filled with bulk candy is decidedly detrimental to large profits, the fact being demonstrated that our loss was from 10 to 20 per cent. Once recently we tried it with our cigar stock and notwithstanding the fact that we have five clerks who smoke we discovered that we were making 22½ gross.

In considering the causes that lead to failure, the question of leakage is a highly important one. Cigars, gum, candy, soap, perfumes, medicines, pens, pencils and small articles that are needed in every household, if not charged up by the proprietor to his personal account, sets an example before his help that will surely be taken advantage of.

A good rule to apply in conducting your business is never to pay cash yourself nor allow a clerk to do the same, and insist that all purchases must be made direct from the proprietor or some one of the clerks, and at the end of each week, when you pay their salaries, deduct the amount they have purchased.

The rules you establish in the running of your business are intended as much for the proprietor as for the clerk, and in-

<sup>1</sup> Read at the annual meeting of the Michigan State Pharmaceutical Association, August 9, 1906.

difference to such rules by the proprietor should lead him not to criticise his clerks when they become careless.

The extravagant manner of using wrapping paper and twine leads to actual waste covering a year, and there are many such sources of leakage that it pays one to watch, and you would be astonished at the large amount that can be saved by a careful looking after of the waste and the many minor details of your business.

### CREDITS AND COLLECTIONS.<sup>1</sup>

BY ALFRED L. WALKER,

Detroit.

Twenty-five or more years ago the problem of credits and collections did not give the retail druggist the concern that it does to-day. Not that credit was less freely asked or given or that deadbeats were less numerous than now, but principally because the retail drug business in those happy times was done on profit margins that are now unheard of. A drug store was considered little short of a gold mine, and it was believed that a retail druggist never became bankrupt, and it was thought that the success of any man entering the drug business was assured. In those good days of small sales and long profits, when it was considered better business policy to buy real estate than to discount bills, the loss of a few per cent. more or less in bad debts, or the added expense incidental to conducting a credit business, was not considered a matter of any great importance; but in these days of large sales and small profits, when we are forced to compete with the cut rate man, who insists upon selling all the leading patent medicines at cost or a little below, for the reason, as he tells us, "It is not right to charge any more for them," and who runs his cigar department on a margin of the cash discount and, as it often happens, the local physicians do their own dispensing, those of us whose sales are nearly, if not quite, 50 per cent. credit are liable to devote a considerable part of the few hours left to us for sleep in figuring out how we are going to pay our bills during an occasional period of slow collections. I have no doubt that some wise heads will offer a solution for our difficulty, which, to them, seems the easiest imaginable. Their solution will be, "Don't trust a soul." They will offer themselves and other successful business men as living examples to prove the truth of their statements. If any retail druggist is so fortunately situated that he can consistently conduct his business on a strictly cash basis I should consider him a fit subject for a lunatic asylum if he encouraged credit, but all, and I believe the great majority, are not so situated. Many of us have customers whose custom it is to pay all house bills by check monthly. They are not poor people who do this because they have not the ready cash to pay these bills; but are people of means, who adopt this plan because it is more systematic and convenient for them. A large part of their business comes to us through the telephone. Different members of their families or servants order goods, and their medicines are ordered by their physicians. So-called "family trade" is very largely credit. If we are doing a credit business we must trust all who ask for credit if they are responsible, and of course this can be safely done if they are reliable. Very many poor people can and should be trusted if they ask for credit, if you know them to be honest, unless they are extravagant buyers or ask credit for luxuries. It is my experience, and I believe it to be the experience of all who do a considerable amount of credit business, that not all the credit customers we admit to our flock are sheep. No matter how careful we may be we are bound to get an occasional goat, the number of goats depending directly upon the amount of diligence and good judgment exercised by us. It is my experience, and if we may credit the reports of other retail druggists, loss through bad debts is comparatively small, seldom reaching 1 per cent. of our sales. By far the greatest loss in doing a credit business is that which comes through the tying up of working capital and the added expense in doing business. The amount of this expense is hard to estimate, but I should say that it would be from 2 to 3 per cent. There is another item that must be charged up against the credit system. The amount of this item is difficult to de-

termine and varies greatly in different stores, but would startle some of us if we could see it. It is the item of "forgot to charge."

During the early part of my business experience it was customary to render bills but twice a year, once in six months. This was the practice in the store where I was employed and which I finally bought. I followed this custom for a time, then rendered my bills once in three months; then every month. Most bills are paid without further solicitation. Our due bills are placed in the hands of a clerk for collection. If he cannot collect them they are given to a professional collector, who collects for 20 per cent. of the amount collected. If he fails the account may as well be charged to profit and loss, for it is only the most hardened deadbeat who successfully "stands him off." I tried a young lady clerk as collector a few times. This was most strenuously objected to by some of my customers and I gave it up.

A source of annoyance and loss which I have now succeeded in largely correcting was neglecting to collect or trusting to the honesty of an errand boy to make collections of small amounts for goods ordered by telephone, or by a physician, of people as a rule known to be good, but who did not run regular accounts. Many times it happened that the boy would report that the goods were not paid for, when at the first of the month when a bill was rendered the customers would declare they had paid the boy at the time of delivery. Now with each such article a book is given the errand boy. This book contains a duplicate slip and a stub. The article is billed on the slip and a carbon copy taken on the stub. Upon the delivery of the goods the customer is asked to sign the stub, which reads: "Received." If paid, the boy signs the slip, which has the word "paid" printed across its face, and gives the slip to the customer. The boy is required to deliver the book with the collection, if made, to the cashier or clerk sending him out. When paid they write O. K. and their initials on the stub, and if to be charged they write "charged," and make the charge on the day book.

It might be inferred from what I have written that a credit business has no bright side. This is not true, for it certainly has its advantages. With credit customers you cultivate considerably closer relations than with cash customers, who must be regarded as largely transient. You receive the bulk if not all of their trade. If they have been your customers for some time they continue to trade with you even after they move from your neighborhood or part of the town. Some dealers charge credit customers somewhat higher prices than cash customers. This I do not regard as good business policy, for people, as a rule, who pay their bills promptly feel that they are entitled to as low prices as though they paid cash, but are not apt to go shopping for bargains.

When we carefully strike a balance between the advantages to the dealer who does a cash business and he who does a business which is largely credit the balance is greatly in favor of the man who gets the cash when he delivers the goods.

**A New Reagent for Aconitine.**—Alvarez (*Bulletin Commercial*, June 30, 1905) describes an efficient method for the detection of aconitine. He acts upon the substance to be tested with bromine, nitric acid and alcoholic solution of potash. Varying amounts of the alkaloid were treated with from 5 to 10 drops of pure bromine in a small porcelain capsule. The mixture being gently heated on a water bath in order to accelerate the reaction. To this was then added from 1 to 2 Cc. of fuming nitric acid, and the mixture evaporated to dryness on the same water bath, a little bromine being added when the acid became colorless, so that the product of decomposition remained yellow in color. From one-half to one cubic centimeter of a saturated alcoholic solution of potassium hydroxide was then added, and the product dried by evaporation. A red or brown mass was thus obtained, varying in depth of color according to the amount of aconitine. The capsule was allowed to cool, and then 5 or 6 drops of a 10 per cent. solution of copper sulphate was added. The instant the copper sulphate solution touched the walls of the capsule an intense green color was obtained.

<sup>1</sup> Read before the Michigan State Pharmaceutical Association, at Kalamazoo, August 8, 1905



## THE MAKING OF THE PHARMACOPOEIA.

**Revising the U. S. Pharmacopœia—The Workers and Their Methods of Work—The Central Clearing House at the Home of the Chairman—His Literary Workshop in His Summer Home by the Sea.**

The making of the Pharmacopœia really began in January, 1817, when Dr. Lyman Spalding submitted a project to the Medical Society of the County of New York for the formation of a National Pharmacopœia; for the work on the Pharmacopœia has been cumulative, each succeeding edition owing something to its predecessor.

So far as the specific work on the new Pharmacopœia is concerned the first step was taken by the issuance of a call for the eighth decennial convention for the revision of the Pharmacopœia, which was sent out by Dr. Horatio C. Wood, president of the 1890 convention, in May, 1899. As a result of this call there assembled in Washington some 220 delegates and alternates representing 123 schools, institutions and associations, and the War Department, the Navy and the Marine Hospital Service of the United States. The main function of this convention was the adoption of general principles to be followed in revising the Pharmacopœia, the election of the members of the Committee of Revision, the approval of the proposition to form an incorporated body and the election of the Board of Trustees to administer the affairs of the convention *ad interim* and the definition of their power and duties.

Elsewhere we show a photograph of the officers of the eighth decennial convention and of the New Committee of Revision, including the majority of the members of the Board of Trustees.

The general principles laid down for the government of the Committee of Revision have been sufficiently indicated in the reviews of the Pharmacopœia in these columns.

In pursuance of the instructions of the convention the articles of incorporation were taken out under the laws of the District of Columbia in the name of the following members of the convention residing in Washington: William S. Thompson, G. Lloyd Magruder, John T. Winter, Thomas C. Smith, Murray G. Motter, William M. Mew and Frank M. Criswell.

The articles of incorporation included the names of the seven trustees, as follows: Albert E. Ebert, Samuel A. D. Sheppard, William S. Thompson,\* Charles E. Dohme, George W. Sloan,\* Horatio C. Wood and Charles Rice.\*

## THE COMMITTEE OF REVISION.

Immediately upon the election of the Committee of Revision it was organized, Charles Rice being elected chairman; J. P. Remington, first vice-chairman; C. Lewis Diehl, second vice-chairman; Reynold W. Wilcox, M.D., third vice-chairman, and Alfred R. L. Dohme, secretary. On the death of Dr. Charles Rice, which occurred on May 19, 1901, Professor Remington was elected chairman; Professor Diehl, first vice-chairman, and Dr. Wilcox, second vice-chairman.

## CONFERENCE BY CIRCULAR.

The first circular outlining the work of the committee was issued to the members on May 18, 1900, and from that time up to the issuance of the finished publication the mails have been filled with communications passing between the various members of the committee, the chairmen of the subcommittees and the chairman of the general committee. The first step taken was the preparation and discussion of lists of substances and preparations to be added to the Pharmacopœia or dropped from it. The general form for the descriptive matter having been determined upon, each of the subcommittees began an exhaustive study of the particular subject assigned to it.

## STANDARDS OF PURITY.

In determining the standard of purity for medicinal chemicals every reputable manufacturer in the United States was consulted, and a large number of samples which were purchased in the open market were examined by the members of the subcommittee on chemicals. The tabulated results of

these examinations, which included the products of European as well as American makers, furnished the necessary data from which the committee decided as to what standard would be sufficiently high to meet all the medicinal requirements and still not so high as to preclude the possibility of obtaining chemicals coming up to this standard in the open market.

Each of the members of the subcommittee submitted to the other members of that committee the results of his own work, and when the chairman of the subcommittee had brought all this work into concordance, and summarized the results in the form of definite recommendations, these recommendations were submitted to the General Committee on Revision through its chairman. He in turn collated all the criticisms and resubmitted a digest of them to the chairman of the subcommittee, who in turn discussed these criticisms with the members of his own committee and submitted revised definitions and limitations for further discussion.

All this correspondence entailed a large amount of clerical work on the part of the chairmen of the subcommittees and particularly on the part of the chairman of the general committee, whose home at 1832 Pine street, Philadelphia, was given over almost entirely during the last three winters to this work, as may be seen from the illustration of his study and library which appears on another page. In addition to the correspondence meetings of the members of the committee were held at St. Louis on September 18 and 19, 1901; at Philadelphia on September 15 and 16, 1902; at Mackinac, August 6, 1903; Kansas City, September 5, 1904, and at Longport, N. J., the home of the chairman of the committee, October 7 and 8, 1904.

## THE PUBLICATION OF THE VOLUME.

All the business affairs of the convention having been placed in the hands of the Board of Trustees, that organization met at frequent intervals to pass upon the financial questions involved in the revision and publication of the work.

Prior to the 1890 edition, the Committee on Revision sought a publisher as would an individual author of a new book. The convention of 1890 made a new departure, and instructed the Committee of Revision to secure the copyright for the revised Pharmacopœia. A contract was made with one firm to print the book and with another to act as selling agent. The Committee of Revision realized a good profit, which was used in covering the expenses of the work of revision and paying the members a small honorarium (\$250 each).

The printing began in June, 1904, and progressed steadily until June 17, 1905. At that time an imperfect sample copy was printed in order to obtain measurements for the size of cloth and leather sheets to be used in binding. The first complete unbound copy was furnished June 24. Then followed cloth bound copies. The first edition consisted of 10,000 copies. This was printed in two runs, the first of 2,000 copies, and the second, two weeks later, of 8,000 copies. This division of the edition was made in order that the chairman of the Committee on Revision could be notified of typographical and other errors discovered in the 2,000 copies and have the corrections made in the plates before the 8,000 copies were printed. The chairman states that no serious errors were discovered, but, of course, it was desirable to correct typographical errors, even as small as the omission of a bracket or an apostrophe. The second edition of 5,000 was ordered bound July 21. A third edition has been printed, and will be bound as soon as the distributing agent can give an idea of the styles of binding desired.

Of course, corrections have been made in the plates for each edition as fast as errors were pointed out to the chairman of the committee. The different editions are designated by the serial letter on the printed coupon in the front of the book. "A" designates the first edition of 10,000, "B" the second edition of 5,000, "C" the third edition of 5,000. The fourth edition will bear the letter "D." It is estimated on good authority that at least 20,000 copies will be sold before January 1, 1906. The Board of Trustees will use the profit on these volumes in paying the expenses already incurred, and as soon as possible send the members of the Committee on Revision

\* These have since died.





*Officers of the Eighth Decennial Convention for the Revision of the U. S. Pharmacopœia, and of the New Committee of Revision.*

1. Murray Galt Motter, M.D., Washington, D. C., Committee (and Secretary of the Board) ; 2. Albert E. Ebert, Ph.M., Chicago, Trustee ; 3. Edward Kremers, Ph.D., Madison, Wis., Committee ; 4. Virgil Coblenz, Ph.G., Ph.D., New York City, Committee ; 5. H. M. Whelpley, Ph.G., M.D., St. Louis, Mo., Secretary of the Convention (elected to the Board to succeed W. S. Thompson) ; 6. John Marshall, M.D., Philadelphia, Committee ; 7. J. P. Remington, Ph.M., Philadelphia, Vice-Chairman of the Committee (elected Chairman to succeed Charles Rice) ; 8. Charles Caspari, jr., Ph.G., Baltimore, Committee ; 9. E. H. Squibb, M.D., Brooklyn, Committee ; 10. A. B. Stevens, Ph.G., Ann Arbor, Mich., Committee ; 11. A. B. Lyons, M.D., Detroit, Mich., Committee ; 12. L. E. Sayre, Ph.M., Lawrence, Kan., Committee ; 13. James M. Good, Ph.M., St. Louis, Mo., Committee ; 14. Wilbur L. Scoville, Ph.G., Boston, Mass., Committee ; 15. C. S. N. Hallberg, Ph.G., M.D., Chicago, Committee ; 16. George F. Payne, Ph.G., M.D., Atlanta, Ga., Committee ; 17. Oscar Oldberg, P.D., Chicago Committee ; 18. S. A. D. Sheppard, Ph.G., Boston, Trustee ; 19. George W. Sloan, M.D., Indianapolis, Trustee (Died February 15, 1903) ; 20. W. S. Thompson, Washington, D. C., Trustee (Died September 28, 1901) ; 21. Otto A. Wall, Ph.G., M.D., Second Vice-President of the Convention ; 22. Horatio C. Wood, M.D., Philadelphia, President of the Convention ; 23. Albert B. Prescott, M.D., Ann Arbor, Mich., First Vice-President of the Convention and Member of the Committee (Died February 25, 1905) ; 24. W. M. Mew, M.D., Washington, Treasurer (Died September 14, 1902) ; 25. C. Lewis Diehl, Ph.M., Louisville, Committee ; 26. S. P. Sadtler Ph.D., Philadelphia, Committee.

The following officers and members were present at the Convention, with the exception of Doctor Rice, but were not present when the above photograph was taken : Charles Rice, Ph.D., New York, Chairman of the Committee (Died May 13, 1901) ; A. R. L. Dohme, Ph.D., Baltimore, Secretary of the Committee ; Reynold W. Wilcox, M.D., New York, Third Vice-President of the Convention and Member of the Committee ; N. S. Davis, jr., M.D., Chicago, Fourth Vice-President and Member of the Committee ; Hobart A. Hare, M.D., Philadelphia, Committee ; A. L. Langfelt, M.D., San Francisco, Fifth Vice-President ; Walter S. Haines, M.D., Chicago, Committee ; John J. Abel, M.D., Baltimore, Committee ; Henry Kraemer, Ph.D., Philadelphia, Committee ; Willis G. Gregory, Ph.G., M.D., Buffalo, Committee ; Charles E. Dohme, Baltimore, chairman of the Board of Trustees.

checks for the honorarium voted by the Board of Trustees at the annual meeting in May, and announced in the report of that meeting.

#### THE CO-ORDINATION OF THE WORK OF REVISION.

The work of revision which had been carried on under Dr. Charles Rice as chairman of the committees for the editions of 1880 and 1890 had been done in his quarters in Bellevue Hospital, where he found recreation in work. The gloomy and ascetic surroundings in that institution are in great contrast with the homelike atmosphere in which the work of the chairman was carried on after Dr. Rice's death. The home of Professor Remington at 1832 Pine street, Philadelphia, presents the front of a characteristic Philadelphia residence in that quarter, being a four-story red brick structure, with a base, doorway and lintels of white marble, fronting on a red brick pavement. It is one of several blocks of houses, each of which might readily be mistaken for the other, save for the number on the door. The interior of the house, however, has a delightful homelike quality, bespeaking culture, breadth and refinement devoid of ostentation on the part of its occupants. Three rooms of an upper floor are devoted to the pharmaceutical and literary work of the Professor, and a glimpse of two of these rooms is given in the group of illustrations presented on another page. The third is a well equipped pharmaceutical laboratory. It is here that the main portion of his work as chairman of the Committee of Revision has been carried on during the winter.

#### THE HOME BY THE SEA.

On the completion of the college term in the spring time the Professor, his entire family and his assistants go down to Longport, N. J., where he has a summer home on a narrow strip of land facing the Atlantic Ocean, and cut off from the mainland by one of the inlets known locally as thoroughfares. Here in a little building originally intended for the use of his children and therefore known as "The Kiddery" Professor Remington and his assistants have spent the last three summers in arduous labor on the Pharmacopœia, and here the representative of the AMERICAN DRUGGIST found him in the early summer happy in the receipt of the first complete volume of the eighth decennial revision of the United States Pharmacopœia.

The Professor leaned back in his revolving chair at the big oak desk that occupies a large corner of the den in which, surrounded by his books, he does his literary work during the summer, and said: "You see we have a pretty complete establishment here for our work. This building, which we call 'The Kiddery,' because it was erected several years ago for my children to live in, has been converted into summer headquarters for the Pharmacopœia, and all the books, apparatus and paraphernalia needed for that work is brought down here from the Philadelphia home. Most of the work is done on this floor, such as writing manuscripts, dictating letters, mimeographing circulars and letters to be sent to the committees, keeping records, reading proof, etc., but there is a pretty fully equipped laboratory upstairs, where experimental work is done.

"Of course, you realize that the work of revising the Pharmacopœia is very different from writing a book like The Practice of Pharmacy or the United States Dispensatory, and that the chief difference lies in the fact that in one case you have only your own wishes to carry out, while in the other you have to be guided not only by the opinions, wishes and rights of a large committee of scientific men, but also by those of the physicians, pharmacists, manufacturers of the country in general and of a critical public as well, and have also to abide by the instructions of the Pharmacopœial Convention.

"The progress must of necessity be very slow because of the character of the publication, and because the actual work has to be done by a Revision Committee of 26 men scattered over the country. The result of this work has to be submitted through correspondence to the chairman, and after its final adoption referred in synopsis or in full, as its importance demands, to the General Committee again. So you see what it is that makes this library down here look like a summer session of a correspondence school.



An Impressionistic Study of the Chairman.

#### THE SUBCOMMITTEES.

"These committees are composed of gentlemen who are eminent in the medical, pharmaceutical and chemical professions, and are therefore very busy in their individual scientific pursuits. Our organization is very complete and resembles in its general outlines that of a national or municipal government. We have our judicial, legislative and executive officers, with their respective powers vested in the convention, which meets every ten years; the Board of Trustees, which decides important financial questions, and the Revision Committee, whose duties are to edit and publish the book. The principle of subdivision of labor is carried on all along the line in the actual work and responsibility given to the subcommittees, their chairmen and members. There are subcommittees as follows: 1, Therapeutics; 2, Posology; 3, Botany and Pharmacognosy; 4, General and Inorganic Chemistry; 5, Organic Chemistry; 6, Proximate Assays; 7, Volatile Oils and Allied Substances; 8, Extracts, etc.; 9, Aromatic Waters and Spirits; 10, Cerates and Allied Compounds; 11, Syrups and Elixirs; 12, Miscellaneous Galenicals; 13, Weights and Measures; 14, Scope and Statistics; 15, Nomenclature; 16, Deteriorations; 17, Synonyms. The duty of each committee is to revise the particular part of the Pharmacopœia which comes under its jurisdiction. Important general questions, such as the introduction of a 'purity rubric,' doses for drugs and chemicals intended for internal use, new classes of preparations, such as animal extracts, tablets, etc., have, of course, to come before the General Committee of Revision as a whole.

"When the chairman of a subcommittee has prepared his report he sends it to me, and after revising it it is put into shape to appear in the text. You can imagine the large amount of correspondence a system like this entails when I tell you that over 2,276 sheets like this" (and here the Professor reached for a sheet of paper on his desk larger than foolscap size, covered with typewritten matter in close space) "have been sent out, and over 11,000 personally dictated letters.

"We have done all we could to eliminate mistakes, but, of course, it is impossible for a work of this kind to be published without an error, and we expect soon to hear from our friends on that score, but I feel satisfied with the results of this revision," and here he picked up the new volume again and turned over its leaves as if he were familiar with every inch of it, which surely he must be, "and am so glad now of the opportunity to spend more time with my family and friends. Since the work has been before the critical eyes of the pharmaceutical journalists and writers no very glaring defects have been discovered, and the letters of congratulation are pouring in; still I am very sure that tomahawks are being sharpened and we shall feel their edges later on, for it has ever been thus.

THE "DISPENSATORY" AND "THE PRACTICE OF PHARMACY."

"No, I won't be able to take a rest just yet, for we have





# THE MAKING OF THE PHARMACOPOEIA.

1. The Lower Floor of "The Kiddy" by the Sea.

2. The Upper Floor of "The Kiddy."

3. General View of Professor Remington's Summer Home, at Longport, N. J.

4. Professor Remington's Library in Philadelphia, Looking East.

5. The Library, Looking West.



started right in on the work of revising the United States Dispensatory and the 'Practice of Pharmacy,' and while I have my working force of assistants, Professor Cook, Miss Renshaw and my son, J. Percy Remington, in training, I am going to make hay while the sun shines and revise these two books, so as not only to make them in accord with the new U. S. P., but bring them thoroughly up to date and introduce many new and valuable features. A large number of outline drawings of new apparatus and processes have already been made for the 'Practice of Pharmacy' by my son Percy, and the book will be much more fully illustrated than ever before. It will be published in October.

"The Dispensatory will be printed in double column instead of single column as heretofore, thus making much easier reading, and will contain valuable comments on the new preparations of the Pharmacopœia.

"To change the subject," said the Professor, "let's have a game of billiards;" whereupon he proceeded to remove the books and papers, mimeographing machine, magazines, filing cases, etc., from a large table, which looked more like "the magazine table" in a circulating library than anything else, but finally, when everything was taken off and the cover removed, it proved really to be a billiard table, and after searching behind a large bookcase the cues were found and the game started.

"You see," the Professor explained, "all pastimes have had to go by the board for four years till the Pharmacopœia was out, but I expect to have more leisure for diversions when the other two books are published."

He talked genially upon many other subjects, but we had not finished our "string" before the door was thrown open, several members of the family entered and pounced upon the Professor, reminding him of his promise to take a day off when the first copy came. This closed the discussion of the Pharmacopœia, for Professor Remington plays hard as well as works hard, and when we were all leaning well out to windward to hold down the Elesas, as she keeled over before the stiff breeze not one of the youngsters of the party was more gay, more care-free and more bolisterous in his expression of glee than the chairman of the Committee of Revision of the U. S. P.

### THE MANUFACTURE OF PHARMACEUTICAL PREPARATIONS.<sup>1</sup>

By A. C. ZEIG, Ph.C.,  
San Francisco, Cal.

The preparing of medicaments for healing the sick and the wounded probably antedates pharmacy as a profession by many centuries. Its evolution is the evolution of pharmacy itself through many centuries of struggle for recognition as a profession, the sole specialty of which was to be the preparing and dispensing of medicine in accordance with the will of the physician.

#### EARLY PHARMACOPŒIAS.

The adoption of pharmacopœias and standard formulas centuries ago was no doubt a great aid to the apothecary of that time and history records the fact that a pharmacopœia was adopted as the official standard at Salerno, in the Kingdom of Naples, Italy, as early as A.D. 1150, and this pharmacopœia was recognized as the official standard throughout Europe for a long time after. Every apothecary was compelled under oath to manufacture all the medicaments according to the official pharmacopœia.

The first work corresponding to the modern idea of a pharmacopœia, which likewise received legal sanction in Europe, was the work of one Valerius Cordus at Nuremburg, Germany, published about 1548. All druggists were directed to prepare their medicines according to the directions therein laid down.

A work published in 1542 by Brother Bernardino Laredo at the convent of Valverde, near Seville, gives some insight into the nature of pharmaceutical preparations popular at that time. He describes the medicines in use at that period as

laxatives, pills, powders, troches, narcotics, syrups, oils, decoctions, ointments, salves, plasters, confections and conserves. With the appliances or apparatus limited and crude, it is remarkable to observe the list of products manufactured by the pharmacist at that period.

#### THE FAMOUS MITHRIDATE.

The theriaca of to-day is but one example of the forms of medication used in ancient Rome. The confection of opium, recognized in some of the European pharmacopœias, is simply a substitute for the exceedingly complex and unscientific electuary, known as theriaca, or mithridate, invented by Andromachus, the head physician of Nero, a position which no doubt demanded a great deal of skill and genius. This celebrated electuary has been handed down to us through 18 centuries. Andromachus is said to have introduced it as an improvement on the at that time famous mithridate. While the composition of the two electuaries was about the same, theriaca contained viper's flesh and other less active ingredients, principally aromatics, constituting in all about 60 in number. The active ingredient would appear to have been opium, about 1 per cent., but its popularity in those days of degenerate Rome was supposed to be as a preventive and antidote for poisoning. The fact of its containing a great many choice drugs made it impossible for it to be manufactured outside of the great trade centers of Italy. It was manufactured in Venice during the week of the great annual fair, the yearly gathering for business and pleasure.

During the first half of the last century the pharmacist of this country manufactured all his galenicals and purchased his mineral acids; also the organic acids, such as tartaric, citric, oxalic and benzoic, and the principal heavy chemicals in use at that time.

#### THE INTRODUCTION OF FLUID EXTRACTS.

The introduction of a limited number of fluid extracts into the pharmacopœia of 1850 marks the beginning of a period notable in the history of pharmaceutical manufacture in this country, inasmuch as this class of preparations of American origin has become thoroughly popular and the number increased in subsequent revisions of the United States Pharmacopœia, so that it embraces 88 official fluid extracts in the revision of 1890, besides those recognized as semiofficial in the National Formulary. In addition to these, there are prepared in every pharmaceutical laboratory about 300 unofficial fluids, which constitute part of the stock on hand. Large quantities of fluid extracts are annually manufactured in the United States. In considering, for example, cascara sagrada, whose habitat is on this coast, and for the supply of which we shall always have to depend upon the drug gathered in this and adjoining States, available data show that during the season of 1904 there were shipped from this coast to the different parts of the globe about 1,500,000 pounds of cascara bark, the greater portion of which passed into the hands of manufacturers to be made into fluid extracts, such as the U. S. P., the bitterless and the aromatic.

Concerning the alkaloids, it may be said that the extraction of alkaloids was in its infancy at the middle of the century, for although quinine had been on the market several decades its use was limited, owing to the high price it commanded. The same was true as regards morphine. Chloroform, ether, guncotton and collodion were in use before the Civil War, while subsequently glycerin came into use as a solvent in manufacturing pharmacy and made possible important advances in skin medication, resulting in the introduction of the official glycerites into the pharmacopœia of 1870. Large quantities of glycerin are annually employed in the laboratory. Its use as an antiphlogistic in the form of a paste is of recent date and promises great possibilities.

#### THE BEGINNING OF AN ERA OF MANUFACTURE.

The demand for medical supplies during the Civil War acted as a stimulus to pharmaceutical manufacture and resulted in the establishment of laboratories on a large scale. In consequence of the active demand for pharmaceutical products chemists devised new methods for the extraction and purifica-

<sup>1</sup> Presented at the Lewis and Clark Pharmaceutical Congress, Portland, Ore., July, 1906.

tion of alkaloids, the manufacture of chloroform, ether, nitrous ether, as well as fluid and solid extracts, resulting in the cold process for the extraction of drugs, in use at the present day. A vast number of new *materia medica* products were exploited, and it was the beginning of an area in pharmaceutical manufacture which for its scope, the number and character of products manufactured, the mechanical devices and machinery employed, exceeds all efforts of preceding centuries.

The great activity in the field of manufacturing pharmacy perhaps justified to some degree the alarm felt by some of the retail pharmacists, who maintained that the manufacturers were encroaching upon the field of the retailer and depriving him of part of his revenue, or such as was derived from manufacturing his own preparations, maintaining of course that every pharmacist should manufacture his pharmaceuticals as much as possible. While such a view of the matter would seem to be the correct one and in harmony with the views held 30 or 40 years ago, the conditions have changed, especially during the past 30 years. The addition of a vast number of products to the *materia medica* from vegetable, mineral and animal sources and the lack of machinery and necessary appliances make the manufacture of pharmaceutical preparations a problem far beyond the scope or capacity of a druggist's laboratory. Greater advances have been made in the last 30 years in the perfecting of labor saving machinery in use in the large laboratories than had been made in all the preceding centuries.

#### IMPROVEMENTS IN MACHINERY.

As to important new features in machinery in the modern laboratory, I wish to call attention to the improved tablet machines, capable of compressing 200,000 tablets in ten hours; pill cutting machines and vacuum gelatin coating machines, which by means of vacuum tubes and two operators are capable of coating 75,000 to 100,000 pills in a day, supplanting the old process of gelatin coating by means of the needle rack, which process left a needle hole in the finished pill. The use of vacuum stills for concentrating extracts is an important feature in the modern laboratory, and has been in use for some years. Another important feature is the centrifugal extractor and the centrifugal filter, now being adopted in place of the unsightly filter presses and the filter stands of the past. Among other ingenious machines are the power suppository machine, collapsible tube closing machine, mass mixers, granulators, pulverizers and other labor saving devices, which constitute the equipment of the modern manufacturing plant. Thus it is that by the use of labor saving machinery of the present and the use of improved processes and skilled operators the pharmaceutical laboratories to-day are enabled to manufacture products quicker, cheaper and better than was possible 40 years ago, when such machinery was not in use. Instead of the manufacturer encroaching upon the field of the retail pharmacist he is an aid to the retailer in the field of pharmacy, and their interests are mutual, so to speak, as producer and dispenser.

Laboratories are now established in nearly all the principal cities. The building of railroads and rapid communication with the larger cities enables the pharmacist of to-day to obtain his preparations quicker than he can prepare them himself, and at no greater cost. Besides, the problem of assay and standardization subsequent to manufacture is to be dealt with, which in every well regulated laboratory to-day is a department of itself, for the present condition of pharmaceutical science demands that products of greater exactness and uniformity be presented to the prescriber than was possible four decades ago. The advances made during that time enable the manufacturer to better control the problem in hand, which means by preliminary assay the securing of more reliable crude material than was before possible.

#### THE TENDENCY AT THE PRESENT TIME

is altogether in favor of a form of medication which presents the medicament in the most compact, convenient, and at the same time stable, form possible—namely, in the form of compressed tablets, or tablet triturates. The value of this form of

medication is open to some controversy. Convenient as they are, especially in first aid and in emergencies, they do not in some instances satisfy the criticism of the chemist or the exacting practitioner. Many of them have been called into existence by physicians desirous to please fastidious patients and are not based upon good judgment of scientific principles. Often it would be wise to discourage rather than to popularize them. This refers especially to tablets containing organic ingredients of feeble chemical stability, or such as are prone to change by oxidation or absorption of moisture. They are porous bodies containing medicinal substances highly subdivided, and in some instances desiccated, without a protecting coating, and therefore in a condition to be readily affected by those most potent factors—atmospheric oxygen and moisture. Such medications are unstable unless the ingredients are resistant and many combinations should therefore be discarded, as, for example, nitroglycerin and digitalin; nitroglycerin, digitalin and heroin; nitroglycerin, strychnine and morphine; calcium sulphide and the alkaloids; phosphorus, or zinc phosphide single or in combination, &c.

#### THE USE OF SOLUBLE ELASTIC GELATIN CAPSULES

for administering unpalatable medicaments has made it possible to administer oils, oleoresins and balsams or a solution of unpalatable medicaments in oil. A great number of combinations or formulæ are now popular and the use of elastic gelatin will no doubt always play an important part in medication of this character. Although described as early as 1857 the elastic capsule did not appear on the market until 1885.

#### NEW FORMS OF BISMUTH.

The fact that the commercial salts of bismuth exist in the form of sharp, prismatic crystals, or in a coarse or dense physical condition, has induced a Western manufacturer to place these salts on the market in the form of a magma, or milk, of bismuth. As it is claimed that the action of bismuth salts is entirely mechanical it is claimed for the amorphous bismuth magmas that owing to the extreme fineness of division they are capable of covering or coating much more sensitive nerve surface than is possible by the use of the commercial salts, which on drying assume a crystalline, prismatic form or coalesce into granular masses.

#### SAPONIFIED CRESOLS.

Cresylic acid, or cresol, is taking the place of carbolic acid as an antiseptic and disinfectant. It is used in combination with soap, and is said to be three times more powerful as a disinfectant and three times less caustic and poisonous than carbolic acid. Large quantities of the compound antiseptic are manufactured in the United States annually and employed in surgical work in 1 and 2 per cent. solutions.

The use of iron salts, organic and inorganic, will always play an important part in medicine. The popular dialyzed iron of two decades ago has been supplanted by the more popular organic combination or so-called "peptonate" of iron. Large quantities of the solution of iron peptonate and manganese are manufactured annually in the United States.

The use of glycerophosphoric acid and the glycerophosphates in modern medication is noteworthy, inasmuch as they may eventually take the place of the hypophosphites, so largely employed at present in the form of syrups. Owing to their being hygroscopic their use in tablets is not practicable, hence they are generally presented in solution in the form of elixirs.

The alchemist of old never realized that the yellow metal he sought to produce would be utilized many centuries after him in curing the liquor habit. At the present time gold chloride, gold and sodium chloride and gold tribromide are constantly employed in medications by the manufacturing chemist.

The antiseptic and deodorant properties of copper oxide have for some time rendered its use valuable in the preparation of cements for filling dental cavities. Recent researches at the New York Quarantine Station have shown that copper sulphate and copper hydroxide are among the most valuable deodorants and disinfectants we possess and promise to revolutionize the processes of water purification in the future. By the use of an equal weight of quicklime in combination with

copper sulphate, copper hydroxide is precipitated as the active agent of the mixture. Its action is both mechanical and chemical. The insolubility of the cupric hydroxide in water renders its use as a water purifying agent particularly valuable.

#### RADIUM POSSIBILITIES.

Whether the therapy of radium will cause it to be admitted to any future pharmacopœia or to be employed in manufacturing pharmacy is a matter difficult for conjecture. The principal salt of the element was valued at \$55,000 an ounce in November, 1903, but has advanced since to \$900,000 an ounce. The great increase in the cost is due to the fact that the Austrian Government practically cornered the world's supply of the source of the precious element and refuses to permit even a grain to be exported.

#### UNIFORMITY IN THE STRENGTH OF TINCTURES.

Regarding tinctures it is important to learn that in the new pharmacopœia just being issued the strength of tincture of aconite root has been reduced from 35 to 10 per cent. and tincture of veratrum viride from 40 to 10 per cent. It is said that this was done in accordance with the recommendation of the international convention held at Brussels two years ago to make all tinctures of potent drugs of a uniform strength. This country is the first in which the recommendation has been officially adopted, with some exceptions.

#### SYNTHETIC REMEDIES.

The employment of synthetic remedies, first introduced in this country about two decades ago, has had its influence on pharmaceutical manufacture. The number of synthetics employed as remedial agents is steadily increasing. While some of them have come into disrepute as medicinal agents and their use as such has been discontinued new ones are being introduced from time to time to take their places. Thus it is customary for the physician, in prescribing to relieve pain, instead of using old-time remedies to remove the cause of the pain to remove the pain almost instantly by the use of a synthetic remedy, regardless of cause. Owing to the greater cost of synthetics this condition of affairs has deprived the retailer of a share of his revenue derived from prescriptions, the use of the old-time remedies being more profitable to the prescription pharmacist.

#### THE STANDARD OF THE PHARMACOPŒIA.

The pharmacopœia as an authoritative standard has served as a guide to both retailer and manufacturer. The names of Procter, Maisch, Rice and Prescott, in connection with the United States Pharmacopœia and in the field of scientific pharmacy, should always be remembered with honor and gratitude. The use of an authoritative standard for fixing the strength and quality of medicines is quite apparent and is recognized by every civilized country. In this country conformity to the standards of the pharmacopœia is a matter of choice, not compulsory, hence the pharmacopœia does not always receive recognition as an authority.

A deplorable feature of manufactured pharmaceutical preparations to-day is their lack of uniformity. The market is flooded with preparations under pharmacopœial names, which differ in character so that they will not even mix with one another, although being marketed under identical names. It is not an uncommon occurrence to hear a pharmacist say that he mixed two fluids, one prepared by Mr. Brown and the other by Mr. Jones, and the result was an unsightly precipitate. If pharmacopœial standards were adhered to such a state of things could not exist.

#### THE EVIL OF NONADHERENCE TO PHARMACOPŒIAL METHODS.

The advance in pharmaceutical knowledge has made possible many improvements in processes of manufacture which are taken advantage of in many instances to reduce the cost of production. In most instances, perhaps, where deviations from official formulas are resorted to it is induced by sharp competition in which the manufacturer adopts a less expensive formula, or process, to make a preparation equally as good as the official product at less cost. The argument that the advance in pharmaceutical knowledge at the present time makes

possible many improvements in the processes does not hold when applied to official preparations. Physicians have a right to demand uniformity in the official preparations. In the first place the absolute proof of its being an improvement over the official method and, secondly, the proof that the product is identical with the pharmacopœial product would have to be established.

It should be quite apparent, therefore, that the result of non-adherence to pharmacopœial methods is disastrous to professional and public interests. When the pharmacopœial method, or standard, is not adhered to in the manufacture of a preparation the label should specifically state how it differs from the pharmacopœial standard, so that the buyer may be made aware of the fact that it is not an official product, thus making it possible for him to choose between the official and unofficial preparation.

#### THE RECOGNITION OF PROPRIETARY PHARMACEUTICALS.

The manufacture of unauthorized proprietary pharmaceutical preparations or specialties, many of which possess undoubted therapeutic merit, has been regarded as a growing evil during the past decade. While such preparations cannot be officially recognized until divested of all secrecy and proprietary claims, the fact of their possessing therapeutic merit entitles them to recognition, provided the proprietors or manufacturers publish full knowledge concerning them for the benefit of science and relinquish all proprietary claims to the same, relying upon the adoption of word marks or brand names to properly distinguish their brands. Only when such conditions are complied with by manufacturers can the proprietary preparations or specialties be classified as pharmaceutical products, subject of course to standardization, and their use be authorized for pharmaceutical purposes.

With the advent of the pharmacopœia just being issued and correct standards the field of manufacturing pharmacy provides vast possibilities in the future. As in the past, the manufacturing chemist will draw his crude material from nature's green fields and from the bowels of the earth. The animal kingdom will contribute even a greater number of products to *materia medica* than it does at present, and the manufacturing chemist, unlike the alchemist of old, will have his processes illumined by the light of scientific knowledge to guide him in the manufacture of medications complying with pharmacopœial standards for the benefit of mankind.

#### Pharmacy Neglected in the Encyclopædia Britannica.

The insignificance of British pharmacy must be inferred from the fact that not even the name of the art or mystery is to be found among the million or more entries in the Index of the "Encyclopædia Britannica," says "Xrayser" in the *Chemist and Druggist*. The imperfection of the Encyclopædia is, of course, an alternative and an equally fair inference. But in justice to that great but much advertised work it should be stated that British pharmacy is dealt with in its pages. What the learned men who compiled the book knew about pharmacy is compressed into the following little paragraph, which forms part of an article on medicine (Vol. 15, p. 799), by Charles Creighton, M.A., M.D. We are told that

Pharmaceutical chemists are now licensed under an Act passed in 1876; since that date licenses are granted only to those who pass either the Minor or the Major examination of the Pharmaceutical Society of Great Britain, a Pharmacy Act for Ireland (1876) having corresponding provisions. It is not necessary to indicate the errors packed into these few lines; but it is not unreasonable when we find a subject we know all about so carelessly treated to ask what guarantee we have that the article on some topic which may be less familiar to us—say, on the Infinitesimal Calculus—can be relied upon.

**Alypin** is benzoyltetramethyldiaminoethylmethylcarbinol hydrochloride, which has been recommended by Dr. E. Impens, of Elberfeld, Germany, as an anæsthetic. It is soluble in water, the solutions being of neutral reaction.



## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Change of Color in Sodium Salicylate Mixture.**—X. sends a copy of a prescription which he filled recently. The powders prepared from it changed in color in the patient's possession from white to a dirty brown tint, and our correspondent would like to know the cause of the color change. The prescription reads:

Antigla .... }  
Sodii salicyl } .....aa 3i  
Codein. sulph. ....gr. iv  
M. ft. cht. No. 12.

The preparation antigla is a compound similar to antikamnia and the change of color complained of is probably due to the action of the sodium bicarbonate on the sodium salicylate contained in it. It is well known that sodium salicylate becomes of a brownish red color in contact with bicarbonates, the rapidity of conversion being dependent upon the purity of the salicylate. The change is rapid if the salicylate is impure. MacEwan explains the reaction in his work, "The Art of Dispensing," though he speaks only of the behavior of aqueous solutions of alkali salicylates. The reddish brown color which develops in these on exposure to light is due, he thinks, to the oxidation products of salicylic acid being accompanied by colored bodies. Natural salicylic acid and the physiologically pure artificial acid and salicylates made from them are not so liable to change.

Our correspondent is advised to look to the purity of his sodium salicylate.

**Makers of Soda Fountain Syrups.**—C. B. W. writes: "We wish to obtain information in regard to the manufacture of soda fountain syrups, and have been referred to you for it by the *National Bottlers' Gazette*."

This is rather a large subject—too large for answer in this department, and the best we can do is to refer our correspondent to standard works on the manufacture of soda water beverages. The *Standard Manual of Soda and Other Beverages*, published by G. P. Engelhard & Co., Chicago, at \$4, is one of the most satisfactory formularies that we know of. The *Spatula Publishing Company*, Boston, issue the *Spatula Soda Water Guide* at \$1, and a useful monograph on soda water beverages is published by the *Texas Druggists' Publishing Company*, Dallas, Texas, at \$1. Many useful hints in regard to the preparation of flavoring extracts for soda syrup are contained in *Pharmaceutical Formulas* (McKesson & Robbins, New York) and in the *Monograph on Flavoring Extracts*, published by Harrop & Co., Columbus, Ohio. The various manufacturers of soda water apparatus issue useful books of instruction regarding formulas, methods and processes for the manufacture of all kinds of soda water beverages, and these are usually supplied gratis to customers. By consulting the advertising pages of the *AMERICAN DRUGGIST* it will be easy to locate the addresses of firms who manufacture soda water apparatus and fountain requisites.

**Professor Baskerville's Book on Radium.**—R. H. V. asks for the name of "a full treatise concerning the discovery, character and elementary association of the new found element, radium."

The most recent and authoritative work on this subject is Professor Baskerville's book, "Radium and Radio-Active Substances," which was reviewed in the preceding number of the *AMERICAN DRUGGIST*. The work can doubtless be obtained through any firm of booksellers or direct from the publishers, Williams, Brown & Earle, 918 Chestnut street, Philadelphia, at \$1.50.

**Flavoring for Tobacco.**—H. B. makes inquiry as to the essences which are used to impart a distinctive flavoring to tobacco leaf used in the rolling of cigars.

The flavor which predominates in flavored cigars is valerian, as can be readily determined by any druggist who takes the trouble to investigate. Some of the more popular brands

marketed by Park & Tilford are characterized by this flavor, which is usually obtained by some such combination as the following:

Valerianic acid .....m℥  
Heliotropin .....gr. xx  
Essence of musk.....3ii  
Essence of apricot.....3vi  
Rum .....3xii

Mix.

**"Liquid Smoke."**—C. D. K. writes: "I have a customer who wants to leave here on account of his health, and he also wants to kill his hogs before he goes. He has asked me to make him a liquid smoke, but I have been unable to find a good formula. I should be obliged if you would print a formula."

The liquid commonly used as a preservative for meat is rectified pyroligneous acid. The acid produced by the destructive distillation of birch and beech woods is said to give the best results. The preparation known as essence of smoke and Westphalian essence has the following composition:

Rectified spirit of tar.....3ij  
Wood naphtha.....3iv

Mix and add to

Crude pyroligneous acid.....3xx

Shake and filter through a filter wetted with the acid.

We get the information from a practical chemist who has had considerable experience in the manufacture of fluid preparations for the preservation of meat that excellent results are obtained with the use of pyroligneous acid, distilled from hickory wood and used in the proportion of 2 quarts of the acid to 15 gallons of water.

**New Tests for Pyramidon.**—The great difference in price which exists between antipyrine and pyramidon has induced unscrupulous dealers to substitute one for the other, or to add to antipyrine a variable amount of pyramidon. Various methods have been introduced of late for the detection of this fraud. The method described by Patein (*Journal de pharmacie et de chimie*) is the latest example of these tests. It is based on two facts: First, that formaldehyde with antipyrine forms a new body called by Patein di-antipyrine-methane, which is very insoluble in water. Second, that pyramidon, which is a dimethylamidoantipyrine, will not behave in the same way as the compound just named. Thus, if a combination of antipyrine and pyramidon be treated with formaldehyde the antipyrine at once enters into combination with the formaldehyde, while the pyramidon does not. The insoluble compound of antipyrine thus formed can then be separated from the mixture.

Into two test tubes, the one containing 1 Gm. of pyramidon and the other a mixture of 0.2 Gm. of antipyrine and of 0.8 Gm. of pyramidon, are placed 5 Cc. of water, 5 Cc. of hydrochloric acid and 2 Cc. of a solution of formaldehyde of 40 per cent. strength. The two tubes are closed and allowed to stand for a few days. Ten Cc. of water is then added to each of the tubes, followed by enough ammonia to render the solution alkaline. The contents of the tubes are now allowed to cool, and it will be seen that while the tube containing pyramidon will have remained perfectly transparent, the one containing antipyrine and pyramidon will show a crystalline deposit. In order to isolate the latter the fluid is filtered, and the filter carefully washed with distilled water, all the filtrate being collected. The precipitate on the filter is dried and weighed. Theoretically 0.214 Gm. of the formaldehyde compound should be obtained for each 0.2 Gm. of antipyrine. The filtered liquids are placed in separators, and are several times exhausted with chloroform until the latter is perfectly clear. The residue is collected on a tared watch-glass and weighed, after the chloroform has been allowed to evaporate. The crystalline layer on this watch-glass will weigh from 0.80 to 0.82 Gm. and will consist of crystals of pure pyramidon. This procedure takes

over four days, but if one is in a hurry the same method can be used with the aid of heat, keeping the tube, without any cork in it, on the water bath for four hours. The remainder of the process can be continued in the same way as described, after the sample has been cooled.



*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.*

#### ESSENTIALS OF SUCCESS.

If advertising success could be analyzed after the manner of a drug or chemical the report would probably be something like this:

##### *Successful Advertising.*

|                   |    |
|-------------------|----|
| Money .....       | 30 |
| Mediums .....     | 20 |
| Copy .....        | 20 |
| Persistence ..... | 30 |

The first thing necessary to achieve success in advertising—as indeed in most other things—is money. After that comes the mediums to put the money into. And next comes the copy, for no amount of money or quantity of good mediums will bring success unless the copy is good. Last comes persistence, the keystone to the whole structure, for it takes persistence to spend the money on the mediums that carry the copy until the goal of success is reached.

Not only in advertising but in most other things is the measure of success attuned to the degree of persistence. The more you do the greater your proficiency becomes, and the greater your proficiency the more you are able to do.

One pebble thrown on the placid surface of a lake ruffles it just slightly; but in a moment the lake is as smooth as before and there is nothing to show for the pebble at the bottom. But an unending number of pebbles thrown into the lake will cause ripple to follow ripple until all of the surface in sight is in action.

So it is with advertising. One advertisement dropped into the great lake of public interest ruffles it only a trifle and is forgotten before the day is old. Then there is nothing to show for the advertisement at the bottom of the great lake of human forgetfulness. But when a whole series of advertisements is published the public is forced to remember and keep the advertiser's name and article fresh in its memory.

The human memory is short, however, and unless a thing is continually dinned into the public ear it is pretty sure to be forgotten. How many people can tell you offhand who wrote the Declaration of Independence or the name of Dewey's flagship at Manila?

Then there is another phase to persistency. A long series of advertisements has a cumulative value that may be likened to the proficiency of long practice. Each one becomes better in an advertising sense than the one that has gone before. When you stop advertising you are throwing away this cumulative value, but the longer you continue advertising the stronger and more valuable the advertising becomes.

Old friends, it is said, are best. The longer you advertise the more familiar your name will become, until people begin to take an almost personal interest in you. How often have you remarked that you wanted to buy an article but did not know where to get it? And how often has the party addressed re-

piled, "Go to Smith's for it; he keeps good stuff." The chances are that if you asked your informant why you should go to Smith's or how he knew Smith's stuff was good he would be at a loss to tell you anything more than that he had seen Smith's advertising and that he thought he must be all right.

Therefore when you begin to advertise keep at it. Don't become faint-hearted because the crowds you optimistically expect do not flock to your store upon the appearance of your first advertisement. One crumb will attract only a few sparrows, but set a loaf of bread out and see what will happen. Anything worth doing at all is worth doing well, and keeping everlastingly at it brings success and more and more success.

#### Window Trimming.

It has been said that the eye is the window of the soul, and it can be truly said that a drug store window is the eye of the store and a good part of the soul, too, for as the window appears so the store, too, may be.

In spite of all that has been said and written about window trimming there are druggists who, beyond cleaning their windows occasionally and polishing up the colored lights, do practically nothing in the way of attractive dressing and display. Now, besides being a personal notification to every one that looks into it that you are in business, the window is an unending repetition of the fact that you have something to sell and that you would especially like to sell the things that are displayed in it. You should and you certainly will, if you have an eye to your pocketbook, make it as attractive as possible.

The public have been educated mainly through the big department stores to expect fine things in the way of window dressing. If they see a window poorly or scantily trimmed they are apt to conclude that a store that makes such a poor appearance must do very little business and in consequence be a very poor place to trade.

The time to begin with a window is when the store is being built, if it is at all possible. Any competent architect can submit a number of effective designs almost on demand.

One of the handsomest and most impressive windows that I ever saw in a drug store was of plate glass set into a dark marble base and with mahogany trimmings. The upper part of the window was completely arched in mahogany.

Many druggists carpet the bottom of the window with plush or velvet and run a curtain 1 or 2 feet high all the way across the back. In the summer *papier maché* can be substituted, as it is lighter and much cooler in appearance.

After getting the "scene set," so to speak, you must next consider what to put into the window. The main thing to remember in this connection is to be seasonable.

When the time is approaching for the use of an article, as for instance the period for winter colds, get cold preventives and remedies into your windows. In the summer time put in things that suggest coolness and relief from the heat. Keep the things for the particular season well to the front. Holidays should have their appropriate displays.

Take advantage of local conditions. A certain city may have an epidemic of *grippe* or hay fever. Put *grippe* and hay fever remedies into your windows at the first indication of coming trouble.

As a general rule it is well to display only two or three lines at a time. It is even better to put in only one.

The great majority of people will give your window only a glance as they go by. This fact, in addition to showing the necessity for effective window dressing, is the main reason for not crowding them.

Two or three articles prominently displayed will more strongly impress the party in a hurry and will stick in his mind far longer than two or three dozen. No man is going to struggle with such a pile of detail, nor could he retain a mental picture of it if he would.

There is one other point in this connection that it is well to lay special stress upon—namely, descriptive cards. Many druggists whose windows are otherwise excellent neglect this feature, and as a consequence rob their work of probably half its value and effectiveness. The man who gives your windows only a glance

in passing and for whom you display things so carefully is not going to try and read the labels on your display all in one glance. He couldn't if he would, and in all probability he wouldn't if he could. He hasn't the time.

Therefore see that every line of goods you display is accompanied by a printed card saying exactly what it is, what it will do and how much it costs. Do not forget the price. In all the advertising that you do give the price of every article that you mention. When a person becomes interested in an article he naturally becomes interested in the price.

A man may see something in your window and be more than half inclined to buy it. If the price is displayed he will know exactly what he will have to pay, and if it is right in his estimation it will clinch his determination and you will make a sale. But if no price is shown his inclination to buy may or may not be strong enough to carry him into your store to ask questions.

If he comes in you will probably make a sale. If he does not come in you certainly won't make a sale. You are in business to sell just as much as you can, and this particular feature of your window display being a means to that end it will be most profitable for you to adopt it.

Many of the large drug and specialty manufacturing houses prepare some very attractive displays for the exploitation of their own goods which they are only too glad to get into the windows of retail druggists. Often a man is sent along to install them. The wideawake druggist who is willing to take advantage of these chances can secure some excellent displays.

Some druggists for the purpose of attracting a crowd will put into their windows a novelty or curiosity or something that is out of the ordinary and not directly or even indirectly connected with the drug business. This is a very good idea, if you do not give all your window to the novelty to the exclusion of the fact that you have something to sell.

Put the curiosity into the window, but put your own goods all around it so that the observers will see both, and if possible more of your goods than of the attraction.

You will find your windows one of the best mediums you have for pushing the sale of your own goods and preparations. Certainly it seems the part of wisdom to give the things you make yourself the preference.

You may be certain of this, that the amount of care you expend upon your windows will repay itself many times over.

#### Suggestions for Druggists' Ads.

We print here some suggestions for advertisements. Our readers are at liberty to use these by filling in the blank spaces.

#### The Careful Man

who, in speaking about the weather, said that the next day would be clear if it did not rain, was no more conservative or exact in his statement than we are when we say that our is a positive cure for

You will find more genuine goodness in one bottle than you ever thought you could buy at twice the price.

#### Every Telephone in the City

brings you closer to this store than you would be if you lived next door to us.

The next time that you want something in a hurry 'phone your order to us and see how quickly you will receive it.

We make every possible effort to fill orders promptly and take an especial pride in doing so.

Call number

#### The Next Time

you notice the first symptom of an approaching cold get a bottle of our , and in another day not a sign of the cold will be left. Our doesn't stop at merely soothing any unpleasantness that you feel, but it actually cures the whole cold. Gets right at the root of the trouble and takes away the cause. That's what makes it so good. Use one bottle and you'll never

let another cold develop on you, because you'll keep a bottle handy all the time.

#### We Once Listened

to a street fakir selling a hair tonic, and the burden of his cry was "mighty good, mighty good." That is exactly what you will say after just one trial of our

It's "mighty good," and we worked mighty hard to make it so.

Clipped From Current Advertising.

#### Pesky Flies

The season of the fly nuisance is at hand and the housewife is kept busy driving out the persistent insects, or life would be made miserable by them.

In spite of her efforts many are left behind. A liberal use of fly paper or the right kind of insect powder will clean them out in short order. We carry the most enticing Sticky Fly Paper and Insect Powder that is sure destruction to any insect in the room where it is used.

NEWBRO DRUG CO.,  
109 N. Main.  
Largest Drug House in Montana.

#### Why We Can Fill Your Prescriptions

People who know say that we fill the most prescriptions. Guess we do; for our force of prescription clerks are always busy and we have enough so that the delay, if any, is hardly perceptible. That means satisfaction. Where we fill so many prescriptions the cost is many times divided, so that we are able to save you money on each prescription. We call for and deliver prescriptions.

NEER'S DRUG STORE,  
Broadway and Bridge St.

#### At My Fountain

Creams are hard, soda's cold, glasses sparkling, salesmen neatly attired, and Absolute Purity over all.

If you like that kind of a fountain come to the IDEAL PHARMACY,  
N. W. Cor. High and Middle streets.

#### Our Fountain

Without question we are serving the "particular" people at our fountain. If you like good Soda you are one of the "particular" people we want to join the throng that daily visit our store.

Ice Cream, College Ices, Egg and Milk Shakes and the best Ginger Ale and Root Beer in the two cities. "Try us at the Fountain."

TRAYNOR'S  
PRESCRIPTION PHARMACY,  
Successors to Dr. Warren.  
City Bldg., 159 Main St.  
Tel. 59-3. Biddeford.

#### Tan and Sunburn Remedy

Don't miss all your fun because you are afraid of a few "sun tortures." Our Almond Lotion is the best thing we know for all summer skin troubles.

Price 25 cents.  
BOYNTON'S PHARMACY,  
74 Main street.

#### The Medicine Shop

Just the fruit ground up in sugar. That is what we serve in soda. If you don't try our soda, we both lose. We give you the best we know how to serve, and it costs you no more than the ordinary.

SMITH'S DRUG STORE,  
Next to Wilmot's, opp. Public Library.

#### As Sure as Truth

If you are as particular about where you have prescriptions compounded as we are about compounding them we are bound to come together in the near future, but do not fear unreasonable prices.

W. P. GUILFOYLE,  
Central Pharmacy,  
The O'Neil Building.

#### For These Warm Summer Days

A glass of our delicious soda water is very refreshing. We use only the pure fruits for flavoring, and our cream is the purest. We have the drink that will please you. Ask the man.

CHRISTIE & LEYS CO.,  
Prescription Druggists,  
12 North Main street.

#### A Few Things

You won't find in an ordinary drug store but which we have: Trusses, crutches and crutch tips, abdominal supporters, supporters of all kinds (male and female), elastic goods (as stockings, etc.), elastic webbing, all kinds; shoulder braces, medical batteries, night lamps and all supplies for sick room, rubber gloves, medicated toilet paper, stomach tubes, rectal tubes and Young's dilators.

Satisfaction to you guaranteed in all our dealings. Polite, prompt and intelligent, efficient clerk force.

THE BARKMAN DRUG STORE,  
Price Cutters,  
77 Court street, opposite Collier street.  
Mail orders will receive prompt attention.





#### SOME ATLANTIC CITY PHARMACIES.

1. H. A. Deakne, 1600 Pacific avenue. 2. H. A. Deakne, exterior. 3. H. A. Nolte, South Carolina and Pacific avenues. 4. H. A. Nolte, interior. 5. Academy Pharmacy, F. H. Brennan, New York avenue and Board Walk. 6. Academy Pharmacy, exterior. 7. Dunn's Pharmacy, 2311 Atlantic avenue. 8. A. D. Cuskaden, 2000 Atlantic avenue.



## THE AMERICAN PHARMACEUTICAL ASSOCIATION.

## Preparing for the Fifty-third Annual Meeting—Atlantic City and Its Attractions—A Unique City by the Sea—Points of Interest for Visitors.

The fifty-third annual meeting of the American Pharmaceutical Association will convene at the Islesworth Hotel, Atlantic City, on Monday afternoon, September 4, at 3 p.m.

Atlantic City was selected as the place of meeting because of its great popularity as a summer resort and in the hope that many pharmacists might be induced to attend a meeting at this resort who might not attend if the meeting were held at some less popular place. This city of hotels, with its accommodations for over 200,000 visitors, is unique and is a distinctively and peculiarly American resort. It occupies the northerly end of an island of sand stretching along the New Jersey coast from Absecon Inlet on the north to Great Harbor Inlet on the south, being separated from the mainland by a series of estuaries known locally as "thoroughfares" and by salt marshes of varying breadth. The southerly portion of the island is occupied by collections of summer residences which are known as Ventnor, South Atlantic City and Longport, Professor Remington's home, "Sea Crest," being located in the latter village. An electric railroad, beginning at the steamboat wharf on Absecon Inlet, traverses almost the entire length of the island in a straight line down Atlantic avenue.

Atlantic City is divided by its avenues into squares or blocks. The avenues that follow the course of the length of the island are named after oceans and seas, while those that cross the island receive their names from States of the Union. The avenue near the ocean front is Pacific, the next Atlantic. Then follow in succession Arctic, Baltic, Mediterranean, Adriatic, Caspian, etc. A few others not traversing the entire island are interposed between the farther "ocean" avenues, and run parallel with them. Atlantic avenue, the second from the ocean front, is the dividing line between the conventional "north" and "south" of the city, the sections toward the mainland being north and those between Atlantic and the sea south. Both the Philadelphia & Reading, or New Jersey Central, and the Pennsylvania Railroad have their depots on Atlantic avenue, the former between Missouri and Arkansas avenues, and the latter at South Carolina. On emerging from the depot, in either case upon Atlantic avenue, the traveler faces toward the ocean front, and any of the avenues leading straight down in front of him will take him directly to the sea. It is in this area—viz., that comprised between Atlantic avenue and the sea front—that practically all that is of special interest to the visitor to the American Medical Association will be found—the stores, the hotels and boarding houses, the meeting places and exhibition halls, the places of amusement and last and greatest of all the famous Boardwalk. We publish herewith a map of this section, with which the intending visitor who knows not Atlantic City should make himself familiar.

## HOTEL ACCOMMODATIONS

should be reserved in advance at the Islesworth, the official headquarters, where all the meetings will be held and where the exhibits will be shown. Special rates have been made for the members of \$2.50 per day where two are in a room and \$3.50 where only one occupies a room. An illustration of the hotel appears on another page.

## THE ATTRACTIONS.

The attractions of Atlantic City are as varied as numerous and as excellent as varied. First must be mentioned the famous Boardwalk, which extends a distance of nearly 5 miles along the ocean front, being 40 feet wide, and raised by steel columns some 12 feet above the level of the beach. For a great part of its course the Boardwalk is lined on its shore side with restaurants, cafés, art and curio stores, libraries, photographers' studios, drug stores with the inevitable soda fountain and candy counter, shows and theaters, shooting galleries and all the myriad attractions of the seaside, of qualities and prices suited to all tastes and pockets, and gradually

shading off in character from the most high-toned at the upper end of the Boardwalk to the most democratic at the lower end. This succession of shops, galleries, etc., is broken at intervals by open spaces in front of some of the principal hotels, which thus at the same time provide their patrons with a clear and unobstructed view of the ocean and add greatly to the attractiveness of the ocean front itself.

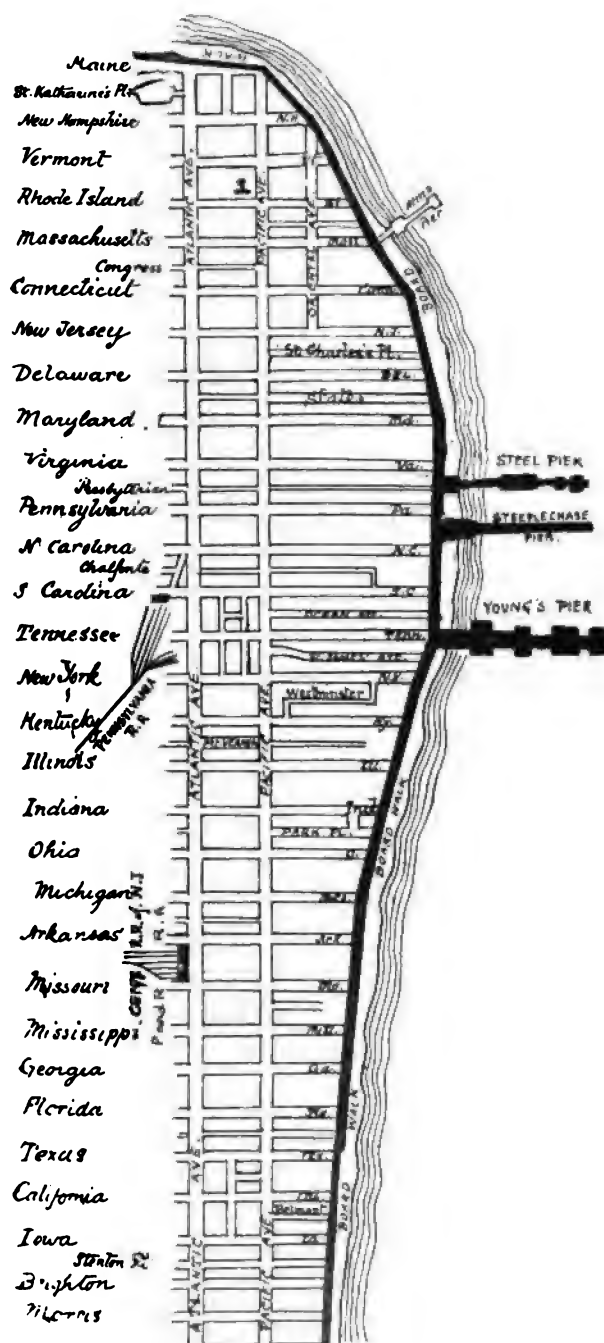


Diagram of Portion of Atlantic City. Atlantic Avenue (upon which the traveler emerges from either depot) and Pacific Avenue run up and down. All places of special interest to those attending the meeting lie in the area comprised between Atlantic avenue and the sea, along the beach of which extends the Boardwalk.

One of the most noticeable features of Atlantic City is the evident sense of enjoyment and good humor which prevails on the faces of the crowds that throng all the thoroughfares. That look of carking care and prepossession that weighs upon the pleasure seeker in most of our cities is here conspicuous by its absence; this in itself reacts favorably upon the spirits of the pleasure seeker and the nervous depression of the invalid.





PLACES OF INTEREST IN ATLANTIC CITY.

Hotel Shelburne.  
High School.  
Brighton Casino.

Islesworth Hotel, headquarters and meeting place  
of the American Pharmaceutical Association.  
Garden Hotel.  
Young's Hotel.

From the Boardwalk several piers extend into the sea. The Steel Pier, situated at the foot of Virginia avenue, extends nearly 3,000 feet from the shore. It has three large halls and a number of shelter pavilions. On this pier high-class concerts are given three times daily.

A little lower down, between Pennsylvania and North Carolina avenues, is the Steeplechase Pier, also provided with various forms of popular amusements; while still further down, at the foot of Tennessee avenue, is Young's Pier, which extends nearly  $\frac{1}{2}$  mile into the sea. This pier contains an excellent theater, where high-class traveling companies, many of them of metropolitan fame, present every variety of theatrical entertainment, from Shakespeare to melodrama and comic opera. Here, also, are band concerts, an aquarium, cakewalks, kinematographs, bowling alleys, writing and reading rooms, vaudeville shows and net hauls.

#### AMUSEMENTS.

Bathing is naturally one of the most popular amusements, as the beach is one of the finest in the United States, its smoothness and its gentle slope to the sea making it both pleasant and safe. The safety of the bathers is still further guarded by an excellent life patrol. The sand is soft and pleasant to the feet, devoid of shingle. There is no sewage contamination of the surf, the disposal of refuse being by means of a crematory, while the actual sewage is collected by means of a pumping station and reservoir at the edge of the city farthest from the beach and hotels and subjected to a filtration process. The proximity of the Gulf Stream equalizes the temperature of the water, so that bathing begins earlier and lasts longer at Atlantic City than at most other seaside places. In fine weather the beach is a perfect panorama of enjoyment, between bathers, strollers and spectators. But besides the surf bathing there are for those of a timid character many natatoriums and private baths, both hot and cold.

Fishing of excellent quality can be had at Atlantic City: flounders, bluefish, weakfish, sea bass, sheepshead and other fish abound. The sport can either be followed from boats, or tackle and bait can be had on Young's Pier.

Sailboats of all descriptions may be hired at the Inlet, as the Absecon Inlet is generally termed.

The lecture on Radium by Dr. Baskerville, which is down on the programme for Friday evening, promises to be of unusual interest, as the subject will be treated in a broad and popular manner by a lecturer who bears the reputation of being a most entertaining as well as instructive lecturer.

The programme of the meeting follows:

Monday, September 4, 10 a.m., council meeting; 3 p.m., first general session; 8.30 p.m., reception to the visiting members.

Tuesday, September 5, 10 a.m., second general session; 3 p.m., meeting of American Conference of Pharmaceutical Faculties; meeting of Association of Boards of Pharmacy; 8 p.m., session of the Section on Historical Pharmacy.

Wednesday, September 6, 10 a.m., session of the Section on Pharmaceutical Education and Legislation; 3 p.m., session of the Section on Pharmaceutical Education and Legislation; 8 p.m., session of the Section on Scientific Papers.

Thursday, September 7, 10 a.m., session of the Section on Scientific Papers; 3 p.m., session of the Section on Commercial Interests; 8 p.m., session of the Section on Practical Pharmacy and Dispensing.

Friday, September 8, 10 a.m., session of the Section on Practical Pharmacy and Dispensing; 3 p.m., installation of officers; 8 p.m., lecture on radium, by Prof. Chas. Baskerville.

Saturday, September 9, 10 a.m., final general session.

A few minor changes may be made in this programme, and, if so, will be announced at the first general session on Monday, September 4.

#### TRANSPORTATION ARRANGEMENTS.

A special rate of a fare and a third has been made by the railroads for persons attending the meeting. To secure this reduced rate it is necessary to purchase a full fare ticket to Atlantic City, obtaining an association certificate from the ticket agent at the time of purchase. On presenting this certificate to the local secretary at Atlantic City with a fee of 25 cents it will be viséd and a return trip ticket may be purchased at one-third the full fare. Particulars regarding local transportation arrangements may be obtained from any of the following members of the committee: S. A. D. Sheppard, Boston, Mass.; A. E. Ebert, Chicago, Ill.; Chas. G. Merrell, Cincinnati, Ohio; Chas. M. Ford, Denver, Col.; Wm. M. Searby, San

Francisco, Cal.; Wm. A. Frost, St. Paul, Minn.; Max Samson, New Orleans, La.; Caswell A. Mayo, New York City; S. P. Watson, Atlanta, Ga.; H. M. Whepley, St. Louis, Mo., and Chas. Caspari, Jr., chairman, Baltimore, Md.

From New York City a party will leave by the 9.55 train on the Pennsylvania Railroad on Saturday morning, September 2, arriving at one o'clock. Another party will take a train at the same hour on Monday morning, September 4, arriving at 1, in time for the first general meeting at 3 p.m.

THE AMERICAN CONFERENCE OF PHARMACEUTICAL FACULTIES will hold its sixth annual meeting at Islesworth Hotel, Boardwalk and Virginia avenue, Atlantic City, N. J., September 5, at 3 p.m. Visitors are welcome at the meetings with the exception of executive sessions, which are held during the consideration and election of applicants for membership.

Each college is entitled to but one vote in the conference, but there is no limit to the number of delegates which a college can appoint. Credentials should be mailed at once to the secretary, Prof. J. O. Schlotterbeck, Ann Arbor, Mich. The following is the programme as far as arranged. Delegates are especially requested to come prepared to discuss Item No. 8:

1. The president's address and such discussion as it may cause.
2. The report of the committee on Dr. McGill's paper (What Degrees Should Be Conferred by Colleges of Pharmacy?)
3. Report of the Executive Committee on an article providing for the withdrawal or expulsion of members.
4. Proposition to strike out Article 3 of the conditions under the heading, "Applications for Membership."
5. Consideration of minor changes in by-laws.
6. Vote on application for membership.
7. Presentation of volunteer papers.
8. Discussion on the subject, What the Conference Can and Should Do.

#### National Wholesale Druggists' Association.

The Committee on Entertainment of the National Wholesale Druggists' Association is rapidly perfecting its plans for the meeting which will convene at the Hotel Astor on October 2. No formal announcement of the entertainment programme will be made until the members receive their tickets after arrival, as it is feared that something might come up which would necessitate a change in the programme. The previous experiences of the association at the meetings in this city furnish the best index of what may be expected in the way of entertainment of the members.

#### ROUTES AND RATES.

The following circular of information has been issued by the Committee on Passenger Rates and Routes:

Your Committee on Passenger Rates and Routes is now able to announce that the Passenger Associations have courteously granted the usual concession of one-and-a-third fare for the round trip to all persons attending the convention who hold certificates from the ticket agent from whom tickets are purchased at the starting point, so that the reduced rate will be available from all points east of the Rocky Mountains. All ticket offices will be notified of such action and will be authorized to issue certificates in connection with tickets purchased not earlier than Thursday, September 28, and not later than October 2. Return tickets will be good for three days after adjournment of the convention, not counting Sunday.

Arrangements have been made for special accommodations on train leaving Chicago at 1.45 p.m. Saturday, September 30, over the Lake Shore & Michigan Southern road, arriving at Toledo at 7.55 p.m.; Cleveland, 10.30 p.m. This train will be of the finest equipment sent out by the Pullman Company, and special arrangements have been made for the comfort of the ladies in the party.

Members leaving St. Louis, Indianapolis, Louisville, Cincinnati and Columbus can leave over the Big Four and connect with this train at Cleveland, where special Pullmans will be waiting for this party. These cars will be attached to the train at 10.35 p.m. The party will arrive at the Grand Central Station, New York, a short distance from the Hotel Astor, at 2.55 Sunday afternoon. Parties desiring Pullman reservations on this train are requested to notify the nearest member of this committee or the chairman of the committee.

## MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

The Meeting at Kalamazoo, Mich., August 8-9, 1905.

(Special Correspondence.)

Kalamazoo, Mich., August 10.—About 200 druggists of Michigan and visiting delegates were in attendance upon the twenty-third annual meeting of the State Association this year. On the afternoon of August 8 the first session was held; an address of welcome was given by Mayor Taylor. In response to his cordial greeting Mr. Hastings, of Detroit, made a very eloquent speech, in which he extolled the professional side of pharmacy. It was his ambition, he said, to see this profession so raised that it would be a credit to the State. While he was a commercial man himself, he felt inclined in the direction of his early training and should never lose respect nor cease to recognize the importance of the professional side of pharmacy.

## THE PRESIDENT'S ADDRESS,

which followed, summarized the work of the association during the past year. It was to the point and dealt with matters which had a practical bearing upon the work of the association. The leading feature of this address was the reference to the passage of the Pharmacy bill and his comments thereon. He referred to the financial condition of the drug trade, which he said was very prosperous. The address also touched upon the ever present problem all over the country—that relating to liquor legislation—which he seemed to think was not to be—certainly not with much wisdom—mixed up with politics. This liquor question came up again quite forcibly in the report on trade interests at a later session.

The president's address was followed immediately by a paper from A. L. Walker on Credits and Collections. Mr. Walker gave the methods he employed for making collections. Among other things brought out was the fact that women were considered at one time as the best collectors of accounts; but for reasons he stated he had changed back to the old system of having a man for this work. Many of his good customers who were willing and had shown their willingness to pay promptly bills when presented seriously objected to having their accounts put into the hands of a woman for collection.

In the discussion of this paper Mr. Hutchings showed a complete knowledge of the theory and practice of credit. He said, in substance, that Bradstreet or any commercial rating was of comparatively little value as an index of the debtor's reliability. He advised that in small businesses, such as the retail business, the dealer should know his customer. The possession of dollars was not the criterion of the debtor's ability to pay, but the possession of a good character and reputation for integrity was worth far more. He had found that to be a practical and safe rule in conducting business on a large scale.

## MODERN PRESCRIPTIONS.

President Hall followed with a paper which related to the status of the prescription business. His paper was accompanied by statistics gathered from the prescription files of druggists throughout the State. The writer stated that his attention had been drawn to a statement which led to the question, What kind of prescriptions are physicians sending to the pharmacists? Do they necessitate an amount of scientific knowledge, such as a trained pharmacist would possess, or merely an average intelligence, such as the ordinary clerk may have at his command? His statistics showed that in the country there were about 13.2 per cent. of prescriptions which ordered materials, such as proprietary medicines, that required no skill nor especial accuracy such as would be expected of a trained pharmacist. In the cities about 18.4 per cent. of prescriptions of this class were received. The prescriptions requiring skill and accuracy, such as could be obtained only through the trained pharmacist, averaged in the country 20 per cent. and in the cities 30.9 per cent. These statistics were taken, as was said, from different sections of the State, the various druggists being asked to analyze the last 500 prescriptions upon their prescription files.

The report of the secretary, which followed, showed an unusual draft last year upon the treasury, but notwithstanding this there was a balance on hand of \$315.58.

## TRIBUTES TO THE LATE DR. PRESCOTT.

At five o'clock in the afternoon the association merged itself into a memorial meeting in memory of Dr. A. B. Prescott, and the amount of feeling of profound love and respect that was shown by the audience was remarkable. Dr. Schlotterback was the principal speaker on this occasion. A communication paying tribute was read from Dr. A. B. Lyons, of Detroit. J. T. W. Knox, Mr. Parker, Mr. Coleman and Prof. L. E. Sayre (the latter a visiting guest) each spoke on the occasion. The meeting at this special session was a very impressive one.

## N. A. R. D. DELEGATE'S REPORT.

J. M. Lemen, reporting upon the sixth annual meeting of the National Association of Retail Druggists, said it was the greatest of all of the meetings of that body, enthusiastic and most effective. He assured the members that their unqualified support of this organization meant a new era for pharmacy in the future. The serial numbering and direct contract plan was highly extolled; this was also the tenor of the report on trade interests. In the latter report the working of the serial numbering plan was referred to in some detail. Mr. Lemen had taken pains to gather statistics. He spoke of the hearty co-operation of the jobber, who in some cases employed extra help to carry out the provisions of the plan. Unpleasant results occasionally were experienced when the retailer, unwittingly failing to comply, had not been able temporarily to get the goods. Some very few have refused this compliance. In this trade interest report it was stated that the drug business during the past year had been very successful, even extraordinary in its prosperity.

## THE MAIL ORDER EVIL.

While the direct contract plan is becoming effective and working with less friction, there were other troubles springing up, such as the mail order hobby. The ban of this parasite, which if not controlled will sap the life of the drug business, was dwelt upon at some length. These mail order houses were now reaching out into physicians' supplies and gradually cutting off this source of trade from certain retail stores. Such undermining will have to be seriously faced and met in the near future. Advertising by distribution of samples was referred to as another competing element that should be watched and fought against.

## SYRUP OF LICORICE.

L. A. Seltzer, of Detroit, in his paper on Dispensing Notes, presented a process for preparing a syrup of licorice perfectly clear and transparent. This was done without the annoyances accompanying the official process. The sedimentary material that causes so much difficulty in the U. S. P. method, is removed in the Seltzer process by the use of egg albumen. The details of his formula are very simple and easily carried out.

## PRACTICAL BUSINESS PAPERS.

Two papers of a very practical business character were presented—one, by A. S. Parker, entitled *Some Essentials to Business Success*, the other, by A. H. Webber, *Drug Store Arithmetic*. Both papers dealt with the question of profit and loss. Mr. Parker emphasized the importance of cultivating the "inventory habit," if for no other reason, certainly as a proof of loss in case of fire. Mr. Parker also brought out the importance of discounts. Failure to secure discounts leads to greater failure. Every pharmacist should open a discount account. Overbuying, he said, was not an uncommon fault among the inexperienced.

## PHARMACY LEGISLATION.

The report of the Legislative Committee through its chairman, A. H. Webber, of Cadillac, was one that excited a good deal of discussion. This report gave a brief history of the passage of the Pharmacy bill, and referred to its provisions. That portion which related to the liquor question, or the dispensing of liquor, received some comments from the different members who looked at it from different points of view. The provisions

of the law are as follows: Section 27. "The sale of spirituous, vinous or malt liquors, for chemical, scientific, medical or sacramental purposes, by druggists or pharmacists, shall be, for the purposes of this act, considered as drugs, medicines and for the use of the arts only, and the sale of the same shall be subject to the same regulations and requirements as are herein contained relative to the dispensing of drugs, medicines and poisons, and the compounding of prescriptions, and a book containing all violations hereof shall be kept and all sales of liquors be recorded therein, giving the purchaser's name, address, quantity and for what purpose it is represented it is furnished. Said book to be open to the inspection of the Board of Inspection of Pharmacies of the State and to be kept at least one year after date of last sale, except such as is dispensed on physician's prescription."

Section 28 refers to penalties for violations when so discovered by Board of Pharmacy. When the person is convicted of violation he shall be "subject to the penalties contained in the general liquor law, in cases brought under the general liquor law, and subject to the penal clause of this act where action is commenced under the terms of this act."

It seems, therefore, from the reading of the law that the "joint drug store" will have to pay the legal license of \$500 or get out of business. Perhaps it may have to do both. This looks like rather mild treatment, we imagine, to a Kansas "jointist."

The Committee on Adulteration made a very interesting and instructive report through its chairman, Prof. J. O. Schlotterbeck. In this report were included comments upon the following: Pepper, potassium bromide, calomel, sodium salicylate, sulphur (precipitated), sugar of milk, zinc oxide, chocolate (W. H. Baker's), ipecac, tragacanth, henbane, mandrake, ammonium chloride, copaliba, cinchona, nux vomica, coca and pepsin.

#### OFFICERS ELECTED.

The officers elected at the last session were: President, J. O. Schlotterbeck, Ann Arbor; first vice-president, John L. Wallace, Kalamazoo; second vice-president, G. W. Stevens, Detroit; secretary, E. E. Calkins, Ann Arbor; treasurer, H. G. Spring, Unionville.

Executive Committee: J. D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.

Trades Interest Committee (three years): H. G. Colman, Kalamazoo; Chas. F. Mann, Detroit; W. A. Hall, Detroit.

Delegate to N. A. R. D.: W. A. Hall, Detroit; alternate, F. N. Maus, Kalamazoo.

#### Registered in Louisiana.

The Examining Committee of the State Board of Pharmacy has submitted its report on the examinations held August 4 and 5. Twenty-nine applicants, 15 for registered pharmacist certificates and 14 for certificates as qualified assistants, were examined. Eight qualified as registered pharmacists. They are: H. Gonzalez, 1439 North Prieur street; A. R. Chapman, 4514 Magazine street; A. C. Stumpf, Gretna; P. F. Murphy, 1800 South Liberty street; G. Gaesnon, 2224 Dumaine street; C. J. Louque, Lake Charles; L. E. Stewart, 839 Jackson avenue; G. Buckholz, 2221 Iberville street.

Those who passed as qualified assistants are: G. C. Auer, 5247 Constance street; E. L. Chapotel, 2030 Ursuline street; S. Peters, 3014 Laurel street; J. Ritter, 1632 Hospital street; W. E. Keogh, 900 Peters avenue; J. Gonthier, 725 St. Ann street.

#### Recent Customs Decisions.

The Board of United States General Appraisers decided that chrysarobin, imported by Emil Levi, is dutiable at one-fourth of 1 cent per pound and 10 per cent. ad valorem as a drug.

Scented or floral waters, such as orange flower water, rose water, etc., are dutiable as medicinal preparations at the rate of 25 per cent. ad valorem, according to a decision of the Board of Appraisers in the protest of Lehn & Fink, who

claimed that the goods should be entered free, or at a rate of duty lower than that assessed.

#### THE N. A. R. D. MEETING.

##### Boston Druggists Make Elaborate Preparations—Plans for Entertaining Visiting Ladies.

Boston, August 23.—Preparations are being rapidly made for the reception and handling of the N. A. R. D. visitors. A special train will leave Chicago on September 16, at 5 p.m., and it is due here September 18, at 8 a.m. It is thought that \$45 will more than cover the expenses of this trip. On arriving here the visitors will be met by Chairman C. P. Flynn and his Reception Committee, and will be provided with the Hub's "best."

Delegations from the Reception Committee will probably go as far as Springfield and Providence to board incoming trains. Plans are being made for handling the visitors' baggage. The Reception Committee, when fully made up, will probably number 100. Plans were put in operation yesterday whereby the committee will have the assistance of many prominent retailers throughout New England. By this means the visitors will be made immediately acquainted with Hub druggists and also with their fellow travelers. Undoubtedly a big reception will be held at Revere Hall on the evening of September 18.

The details of entertainment have not yet been settled, as it is not known what arrangement the national body has made for meetings, but those who come here may rest assured that they will be given a good time. In general, however, it can be stated that there will be a banquet, a harbor trip and for the ladies receptions, drives and theater parties.

The money problem is being satisfactorily adjusted; \$3,000 has already been secured, and it is hoped to double that amount. The M. S. P. A. has voted \$300 for entertainment purposes.

The committee to be in charge of headquarters at Copley Square Hotel is desirous that each delegate and visitor on reaching this city should immediately proceed to the hotel for registration. Souvenirs and badges will also be distributed by this committee.

The room question, always a perplexing one for visitors, may be easily adjusted by sending a letter of inquiry to Prof. Elie H. La Pierre, Ph.G., at the above hotel.

#### SUCCESSFUL WASHINGTON CANDIDATES.

##### About One-Half the Applicants Passed Examination—State Association Meeting.

Tacoma, Wash., August 11.—Twenty-four pharmacists have been added to the number licensed to practice their calling in this State as a result of the examinations held here July 14, 15 and 16 by the Washington State Board of Pharmacy. Eight qualified as assistants competent to work under the registered men. Out of the class of fifty-six only thirty-two, a little more than half the number, were successful in passing. These were successful:

Registered Pharmacists.—Theodore A. Crane, Everett; E. A. Friend, Wilbur; Max Friedlander, Tacoma; D. A. Maurier, Spokane; D. E. Sanstrom, Seattle; C. H. Merritt, Seattle; C. E. Armstrong, Seattle; A. A. Boomhower, Seattle; T. J. Kowalsky, Seattle; T. C. Rogers, Georgetown; J. A. Dague, Tacoma; E. J. Venzke, Buckley; C. C. Baker, Port Townsend; G. N. Ankerson, Spokane; B. J. Hartman, Tacoma; W. T. Whitlock, Seattle; C. A. Little, Seattle; J. R. Murphy, Snohomish; F. C. Brendel, Seattle; H. N. Paulson, Seattle; J. W. Gearhart, White Salmon; J. W. Rincker, Portland, Ore.; William J. Jassamine, Seattle; L. D. Howe, Olympia.

Assistant Pharmacists.—G. E. Frost, Seattle; E. J. Sliter, Seattle; R. N. Mastus, Olympia; C. T. Bellinger, Seattle; R. G. Colton, North Yakima; M. D. Pence, Bellingham, and E. G. Ohrner, Seattle.

After the board finished its work here July 17 the members adjourned to accompany the Washington State Pharmaceutical Association to Long Beach, where a joint meeting with the Oregon association was held.

## THE DRUGGISTS' SYNDICATE PLANS.

**Newspaper Man at the Head—Ten Thousand a Month for Advertising—Plans to be Determined by Directors.**

Much interest is being taken by the drug trade in the American Druggists' Syndicate which is being organized by C. H. Goddard, with offices in the Metropolitan Life Building, this city. Mr. Goddard's plan contemplates the formation of a corporation, capitalized at \$200,000, and composed of 1,000 retail druggists, to manufacture, advertise and sell patent medicines. In his own words, he proposes "to combine the individual demand-creating power of a large number of druggists with the most intelligent advertising methods used by the successful patent manufacturers on a single remedy until that remedy has a profitable sale on its merit, and then extend the same force to other remedies until the combination has on the market a line of remedies that are securing a lion's share of the business through the retail trade, netting a substantial and permanent income to each and every one who aids in the success."

The plan may be summarized from the prospectus, as follows: The capital stock, which will be all treasury stock, fully paid and nonassessable, will be divided into 20,000 shares of the par value of \$10 each. On the receipt of 1,000 applications for membership the company will be incorporated, a treasurer elected and bonded, and each member will then be called upon to pay \$10 for one share of stock. Each member agrees to purchase one share of stock each month at \$10 a share for nine months, provided it becomes necessary for him to do so in order to conduct the enterprise profitably. Mr. Goddard will hold 1,000 shares of the stock as compensation for securing copyrights, services and in consideration of his advancing all the cash necessary to meet the expenses of organizing the syndicate. As soon as payments from the members are no longer necessary, a stock dividend, according to the prospectus, will be declared, distributing without further cost all the remaining shares in the treasury among those shareholders who have complied with the terms of their agreement.

#### \$10,000 A MONTH IN ADVERTISING.

It is also stated that "1,000 members purchasing one share of stock every month at \$10 per share will yield the treasury \$10,000 monthly; this sum will be expended exclusively in advertising and in promoting the sale of our remedy."

Three prominent New York City druggists—namely, George Ramsey, of the Hegeman Corporation, Dr. J. Jungmann and A. H. Cosdin, of the Riker Drug Company, have already informed Mr. Goddard of their willingness to act on the Board of Directors. It was stated a few days ago at Mr. Goddard's office that fully 300 applications for membership had been received from druggists representing some 15 different States, and that the applications were continuing to come in rapidly. It is now expected that the full membership of 1,000 will be reached and the syndicate formally organized within the next two months.

So far as can be learned, the scheme itself appears to be *bona fide*. While much of the literature put out in furtherance of the syndicate contains many glittering generalities common to most promoters' circulars, Mr. Goddard or his representative is "open and above board" in his statements as to the plans, objects, financiering, etc., of the undertaking, and his sincerity of purpose in the matter is not doubted. Doubt is expressed, however, in some quarters of the trade as to the practicability and success of the enterprise, viewed strictly from a business standpoint. Several questions on points that were not entirely clear were propounded to the AMERICAN DRUGGIST's representative, who in turn called at Mr. Goddard's office for enlightenment on these points.

#### WHO IS MR. GODDARD?

Mr. Goddard was out of town, and was not expected back before September 1. His assistant, however, talked very frankly on details of the proposed syndicate. He was asked what experience, if any, Mr. Goddard had had in the drug business, or

in the handling and distribution of patent medicines; in short, who was Mr. Goddard? His assistant did not give any information as to whether Mr. Goddard had ever had any actual experience in that line. He said that Mr. Goddard's part in the undertaking was simply that of a promoter or organizer; he came here from the West, and his references, financial backing, etc., had been inquired into to the entire satisfaction of those who had already applied for membership, and especially to the satisfaction of those who had agreed to become directors. From a subsequent remark it is inferred that Mr. Goddard was formerly a newspaper man.

Among other points brought up were the following:

Is not \$10,000 a month to be spent on advertising any patent remedy a very small sum for such a purpose compared with what it has cost manufacturers to create a demand for their proprietaries? Is it adequate to secure results which prospective members are being led to expect?

Will the syndicate put on the market preparations from formulas that have been tried sufficiently to prove beyond doubt that they are superior to similar articles already on the market, or will it create entirely new preparations?

Will the sale of the syndicate's articles be confined to the members only in different sections, thereby creating possible competition and "knocking" on the part of nonmembers, or will any retail druggist be allowed to handle the syndicate's goods?

Will the syndicate sell direct or through the jobbers?

What course, if any, will be pursued to prevent possible price demoralization on the syndicate's articles?

Will not retail druggists push their own preparations rather than those of the syndicate?

As to the sum to be spent on advertising, Mr. Goddard's assistant said that it would be ample. Most of the big patent medicine manufacturers, he said, had to spend large sums before they could get a few hundred druggists to handle their wares; the syndicate would have 1,000 druggists at the start to boom the different articles in their respective sections; this, together with the \$10,000 a month judiciously expended he thought would be sufficient to at least start a good demand, and once started it would grow rapidly. Not a few in the trade, however, are rather skeptical about this.

Just what preparations would be put on the market by the syndicate, he said, would be left to the direction of the directors, who naturally would seek to put out only such preparations as were known to have merit.

The sale of the syndicate's goods will not be confined to the 1,000 members, but will be available to any retailer who wishes to handle them; furthermore, Mr. Goddard's assistant said that the syndicate's articles would be distributed through the regular wholesale channels.

As to a price protection plan, Mr. Goddard's representative said that that was a detail which would have to be taken up and acted upon by the directors. The importance of such action, he said, was fully appreciated, and some plan would undoubtedly be adopted. The direct contract and serial numbering plan, he said, could be applied with little expense, compared with what it has cost some of the leading proprietors who not long ago adopted that system. The syndicate would save much of that expense by putting its goods under the direct contract plan at the outset.

In reply to the last question enumerated above, the statement was made that the general public is apt to become suspicious when a retail druggist offers a preparation of his own make—suspicious because the public has an idea that the druggist makes big profits on his own preparations, and they would have more confidence in a preparation put up and backed and advertised by a company such as the proposed syndicate.

An English traveler, writing in praise of formic acid as a cure for malaria, says it is an old Matabele remedy. The Matabeles get it by eating spiders. The writer says that when he had malaria in Matabeleland a dose of two spiders cured him. We should think it would, comments *Drug Topics*.



## PUBLIC CONVENIENCES IN PHARMACIES.

## Closing Installment Giving Views of Readers.

## Dignity of the Profession Threatened.

BY FRED. S. NAGLE.

The adding of free postage, directory, telephone and change service places an extra expense on the cost of doing business which is very little appreciated by the public in general to-day and threatens the dignity of the profession of pharmacy. Just why the pharmacist should allow his place of business to be singled out as a "bureau of information" and free public conveniences for stamps, change, telephone, etc., is a mystery to me; it would not be tolerated by even a grocer. These conveniences are no longer considered an accommodation by the public, as they take it for granted that these things are part of your business, and instead of the appreciative approach, "Will you kindly accommodate me with a stamp—thank you," as it was in the beginning, they make the demand, "Give me a stamp," and probably hand you a \$1 bill to change. The saying, "A public servant is always abused," will apply to these nuisances, as the public is very inconsiderate. These annoyances interfere with the regular routine of business. A stamp customer demands the same prompt attention as a prescription customer and will drum on the cases or floor and get quite indignant if they are obliged to wait their turn.

WILKESBARRE, PA., June 19, 1905.

## The Service Is Appreciated.

BY C. D. SAUVINET.

The majority of us in employing a clerk expect him to be "obliging" to ourselves and to our patrons. Among the many qualities he is expected to possess that is considered the principal one. Now, if we expect it, I might say, insist that our clerks should possess that quality, does it not naturally follow that we should make an effort in that direction ourselves? And in what way could we better illustrate the same and obtain better results in every way than in installing free telephones, directories and furnishing postal accommodations? I think the general public as a whole an appreciative one, and I think no matter what may be said to the contrary that the service is as a rule appreciated. The great success of the large department stores is in a very large measure due to the facilities and accommodations afforded their patrons. Of course their methods are not all applicable to a retail drug store, but I think it would be a wise move on our part to emulate them wherever and whenever practicable. We have in our two stores free telephone service (we very frequently deliver messages or send for persons as requested), directories and handle postal supplies at their face rates, sell American Express money orders and collect gas bills. Though the same Express Company also has branch express package service, we make it a point to always have plenty of currency and silver coin on hand, and never refuse to change a bill at any time. We are at the disposal of our patrons at all times, and very frequently we are almost conducting an information bureau. Of course it is all liable to abuse at times, but I think it is the exception rather than the rule, and on the whole think that our success and the patronage we enjoy are in a great measure due to the facilities and accommodations we accord to the public and to the courtesy and obliging qualities of our employees and ourselves.

NEW ORLEANS, LA., June 26, 1905.

## A Nuisance to Be Abolished.

BY GUSTAVE WOLFF.

The selling of stamps and keeping of a directory by druggists are classed by me as unmitigated nuisances. A drug store is no accommodation bureau, and there are no benefits likely to accrue to the druggist by supplying these accommodations. Customers, and worse still, those who are not customers, get them from him and the same people buy more from the baker, butcher and grocer and do not expect them to keep stamps for sale. The druggist loses the interest on the money invested, tears some in handling, and, most of all, his valuable time. If a drug clerk receives \$18 for 80 hours, and if a stamp sale and the making of change consumes three minutes, it costs the druggist 1½ cents for which he may receive "thanks." If the clerk is busy waiting on stamp customers, he often loses sales to people who are unable to wait, or else he may make a mistake at being often interrupted. Still some nifty people ask to have stamps charged to them and sent home. In keeping a directory, to keep an old one is useless, and to buy a new one every year is expensive. Besides, some customers are too stupid to look it up themselves and consume the clerk's time by having him do so for them. Five minutes' time equals 1½ cents wages. As everybody gets the treatment he deserves, the accommodating druggist, making

himself the "cat's paw" for every Tom, Dick and Harry, must expect to be abused. The selling of stamps and keeping of directories could be abolished by concerted efforts.

321 TENTH AVENUE, NEW YORK, June 20, 1905.

## It Takes Courage to Refuse.

BY WILLIAM O. FRATLEY.

I do not think pharmacists are at all benefited by the free gift to the public of directory and postage stamp privileges. I do think it is a very bold presumption that the public should expect to find these free gifts in the pharmacy rather than in the hardware or grocery store. It is a habit that has grown with years and has been encouraged by the pharmacists themselves. The idea that one can always secure postage stamps and glance at a directory in a drug store certainly is a great consolation and convenience to a stranger in a strange city and the time and nerve worry saved thereby is incalculable. As a custom it would be a very difficult thing to break up, as no matter with what gentle terms of diplomacy the request for stamps and directory is refused the impression conveyed will not be a pleasant one, but will rather impel a feeling of resentment. From a mere transient customer this would be of only momentary note, but in a newcomer in the neighborhood feelings of resentment are not wanting. On the contrary, everything should be done to win them as customers, and the trifling courtesy of accommodation with stamps seems like a cheap advertisement to draw a new possible customer. What shall we say of old residents in a neighborhood who look on the drug store directory as the general property of the neighborhood? It would take a Hay to refuse the old residenter without making a rupture in business relations with such. Most of us would bungle so dismally that they would go out vowing vengeance on us forever. I once offended a customer by refusing to allow him to take my directory home with him overnight for the purpose of copying addresses for sending wedding invitations. I politely told him that my directory was for the use of all my customers, and that there was scarcely an hour of the day that two or three callers did not come in to look at the directory. So while I don't believe in these conveniences in drug stores I must confess that I don't believe I have the moral courage to refuse what I have on hand and can serve the public with, with no more than a little temporary inconvenience to myself or clerks.

LANCASTER, PA., June, 1905.

## Greater New York News.

E. L. Graham, a prominent druggist of Muscatine, Iowa, was a visitor in the local drug trade last week.

Mr. Diesbach, of Victoria, Texas, was seen in the downtown drug section a few days ago.

D. C. Mahony, Western representative of Arthur A. Stilwell, arrived in the city recently on his usual semiannual trip.

G. A. Schwartz, of the Grasselli Chemical Company, has returned from an extensive trip abroad.

Jas. S. Schneider, of the Fitzsimmons, Gleeson Company, has been spending his vacation at Southold, L. I.

W. C. Moore, of R. Hilliers' Son Company, has been enjoying a brief rest at Stamford, N. Y.

R. Lindburg, of Pittsburg, Kan., was among the recent visitors to the local drug trade.

Frederick Borggreve, who is associated in retail pharmacy with John W. Ferrier, on Sixth avenue near Forty-second street, was married August 17 to Miss Mary E. McAuley, of Brooklyn.

D. P. Dougherty, of the Schoellkopf, Hartford & Hanna Company, has returned from a five months' tour of the principal jobbing centers east of the Mississippi and Missouri rivers, including Atlantic Coast ports and Southern cities.

The genial Frederic S. Mason, known the world over among pharmacists and travelers, sailed for Paris on the steamship "La Touraine," August 3, to be gone until October 15. Mr. Mason, among his many and varied interests, is chiefly concerned with the old established houses of Rigaud & Co. and Vial, of Paris, and it is his custom, aside from the natural desire to spend the summer months with his family at their home in the French capital, to make annual pilgrimages when possible to the home office of his companies.

**Law and Practice on Counter Prescribing in Ohio.**

In discussing the question of counter prescribing the *Midland Druggist* says: In Ohio the medical practice act is rather specific in that it forbids any person who is not a registered physician "to prescribe or recommend for a fee any drug or medicine, appliance, application, operation or treatment of whatever nature, for the cure or relief of any wound, fracture, or bodily injury, infirmity or disease."

'This is comprehensive enough to please the straitest sect of medical Pharisees unless the construction upon the term "for a fee" might be such as to allow a druggist to prescribe a dose of castor oil by accepting compensation for the oil and making no charge for the "advice."

Such is the law in Ohio at least, but custom is sometimes wiser and more discreet than law, and the custom is for the druggist to recommend remedies for uncomplicated ailments when advice is sought, and charge only for the remedy and not for the recommendation. There have been very few prosecutions of druggists in Ohio for violation of the medical law and such as have been made were for aggravated cases wherein the druggist has assumed to make diagnosis of some positive disease and to treat it by repeated prescriptions.

But, whatever the law in any State may require, the intelligent druggist will not go far enough astray to risk prosecution if he will use a little discretion in restricting his "prescriptions" to those remedies which are useful in the temporary relief of commonplace ailments. There is no rational reason why a druggist should refuse to dispense a few ounces of a syrup of white pine for a cough, or a little ginger or peppermint for what in England is unblushingly called "belly ache," or a dose of castor oil prepared by that palatable method in which the skilled druggist is without a peer, but he should draw the line at any attempt at continuous treatment of symptoms, at efforts at diagnosing or treating any case which apparently may be properly treated only by a skilled physician.

A pharmacist who will discreetly pursue a policy of this kind will not only maintain the confidence and esteem of his patrons but will merit the approval of all those medical men who are not too conceited or bigoted to be reasonable or just.

**CINCINNATI NEWS NOTES.**

Fred Renner will spend two weeks in and around Cleveland.

Louis Heister spent the heated term on the St. Clair Flats.

Otto Katz spent two weeks enjoyably at Atlantic City.

John Fallon will spend three weeks at Asbury Park.

Charley Wolf has built himself a new residence.

J. B. Flannery is back from Atlantic City.

Herrman Bruncke succeeds Mrs. Schreck at Wheeler and Warner streets.

A limited number of Cincinnati druggists are arranging to attend the A. Ph. A. at Atlantic City.

Henry Knoemiller and wife spent three weeks in Philadelphia.

Oscar Fritz has a new baby boy, and they do say he is a "dandy."

C. H. Mueller and wife will spend two weeks or more at Elkhardt Lake, Wis.

Ralph Frelberg has gone to French Lick Springs for ten days to rest up after his Eastern trip.

George W. Kylins, of this city, proved a "hero" at Atlantic City last week, and saved two friends from going to their long resting place via the Davy Jones' locker route.

Herrman Serodino and family returned from a six weeks' trip to Newfoundland and Labrador, and on his way home stopped off at Atlantic City.

Theodore Wetterstroem has just returned from Portland, Ore., where he attended a convention as representative of the Ohio Pure Food Commissioners.



**Robert A. Hevenor,**

Manager of the Chicago Office of Eli Lilly & Co.

Robert A. Hevenor, who succeeded C. C. Lake as Chicago manager for Eli Lilly & Co. on Saturday, August 26, was born and educated at Albany, N. Y., and was ten years with the Douw H. Fonda Drug Company, of Albany, as pricer, came to Chicago in 1895 and was manager of the city department for Lord, Owen & Co. When that firm went out of business two years ago he went with Morrisson, Plummer & Co. as manager of their city department. Mr. Hevenor is an excellent office man, and as he understands human nature his friends predict a colossal success for him in his new sphere.

**BALTIMORE NEWS NOTES.**

Dr. A. R. L. Dohme, of Sharp & Dohme, has returned from London, where he attended the annual meeting of the Society of Chemical Industry as one of the American delegates. He also participated in the trip arranged by the British members in return for the special train journey provided for the society when it met here during the St. Louis Fair.

The Baltimore Drug Trade bowlers are beginning to lay plans for the coming season, which will open probably next month. It had been the intention of those interested to erect a special building for the club and build alleys, where other desirable teams might also hold their contests, but this scheme had to be dropped because of the big property values at the present time, and the club will probably bowl again at the Diamond, which has been greatly improved by an addition and the erection of new alleys, so that all the teams can roll on one evening.

The Washington Wholesale Drug Exchange, now located at 463 C street, N. W., has purchased the lot known as 467 C street, and will erect thereon a building especially for its own use. Rented quarters have been for some time past inadequate to the needs of the exchange and the project of building has been under consideration. The new structure will cover a space 24 x 126 feet and will contain two stories, with an office and divisions for the various departments, and with room for the storing of goods. W. G. Duckett is the president of the exchange, and Wyman H. Bradbury the manager.

The catalogue for the next session of the Department of Pharmacy, University of Maryland, is out and presents many cogent reasons why young men who contemplate entering the profession should come here to pursue their studies. No city offers better opportunities or insures to young men an atmosphere more conducive to collegiate life. Close connection with the other departments of the university heightens the tone of the Department of Pharmacy and gives students the benefit of a wholesome intellectual stimulus. The department will occupy the building on the southeast corner of Lombard and Greene streets, which was formerly a church.

## Obituary.

GEORGE CHROUSCHOFF DE LESSING.

Members of the Society of Chemical Industry, and especially those connected with perfumery chemistry, will learn with sorrow of the death at his home in this city on Thursday, August 17, of George Chrouschoff de Lessing. Dr. de Lessing was a member of the Russian nobility, though he never used his title of Count, preferring to be known as a plain American gentleman. He was connected for some time with the firm of Lazell, Dalley & Co., and had acted in an advisory capacity with other firms, who were glad to utilize his intimate knowledge of chemical processes having to do with the production of perfumes. Dr. de Lessing was held in deservedly high esteem both through his knowledge of the chemistry of perfumes and his gentle, courteous ways. He is deeply mourned by his widow and the few professional acquaintances and friends with whom he lived on terms of intimacy and who could appreciate his many noble and kindly qualities. The funeral services were conducted from the Church of St. Ignatius Loyola, Eighty-fourth street and Park avenue, on Saturday, August 19, and eloquent testimony to the virtues of the deceased was paid by the officiating clergyman. Dr. de Lessing died from a cancerous affection of the stomach, and the heroic fortitude which he displayed during his long, weary months of suffering was the subject of special comment. He was a graduate of the University of Moscow.

PROF. CHARLES SCHMIDT.

Profound regret has been occasioned in Baltimore pharmaceutical circles by the death on August 14 of Prof. Charles Schmidt, associate professor at the Maryland College of Pharmacy, now the Department of Pharmacy of the University of Maryland, and superintendent of the pharmaceutical laboratories of Sharp & Dohme. Professor Schmidt was a victim of typhoid fever, having been ill only a short time. The sorrow of the family is heightened by the illness of his daughter, she having developed the same malady. Dr. Schmidt graduated from the Maryland College of Pharmacy as a member of the class of 1886 and had won a high reputation for his scientific attainments. He always took a deep interest in the scientific side of pharmacy and numerous have been his contributions to the proceedings of the Maryland Association in the shape of papers. His wife and three children survive.

Other recent deaths of Baltimore druggists were those of Dr. Henry S. Reay, for years a member of the retail firm of Stewart & Reay, Hanover and Camden streets, and John Sohl, for a long time engaged in the retail drug trade at the north-west corner of Stricker and Fayette streets. Dr. Reay was 65 years old and a native of England. For a long time he engaged in the paint business in Pennsylvania prior to coming to Baltimore. Mr. Sohl passed away at the residence of his daughter in Charlestown, W. Va. He also attained a ripe old age.

John H. Eakin, of Somerville, Mass., died August 21, at Falmouth Heights. He was a noted retail druggist of Boston. For 33 years he was engaged in the retail trade and for many years he owned the store at the corner of Tremont and Boylston streets. Since disposing of this stand he has devoted a portion of his time to his specialties. He was a native of Maine, 58 years old and single. He was a thirty-third degree Mason, and at the age of 25 was Master of the Belmont (Mass.) Lodge. At that time he was the youngest Master of a Masonic lodge in the United States. At the time of his death he was Senior Past Commander of the Massachusetts Consistory.

Albert M. Baker, of Roxbury, Mass., died at his home on August 21. For 15 years his place of business was at the corner of Dudley and Clifton streets. He was born in Portland, Maine, 59 years ago, and came to this city when a boy. He went into the drug business after leaving school, and soon opened stores of his own in East Boston, Chelsea and Roxbury. He was a member of Dorchester Chapter of Masons and Eastern Star and Samaritan lodges of Odd Fellows. He leaves a widow, one daughter and two sisters.

## DIED.

BOWMAN.—In Peoria Ill., on Sunday, August 6, Charles A. Bowman, in the sixtieth year of his age.

DE LESSING.—In New York, on Thursday, August 17, George Chrouschoff de Lessing.

DILLER.—In Springfield, Ill., on Friday, August 18, Rolla W. Diller, in the eighty-third year of his age.

EBLING.—In New York, on Sunday, August 20, John E. Ebling, in the sixtieth year of his age.

FEELEY.—In Providence, R. I., on Saturday, August 19, in the fortieth year of his age.

GLATZMAYER.—In Brooklyn, N. Y., on Friday, August 11, Edward H. Glatzmayer, in the forty-first year of his age.

HAGAN.—In Tuscumbia, Ala., on Sunday, August 6, B. M. Hagan, a traveling drug salesman.

JOYCE.—In Somerville, Mass., on Saturday, August 5, Edmund S. Joyce, in the seventy-seventh year of his age.

MASON.—In Providence, R. I., on Wednesday, August 16, Albert Frederick Rous Mason, in the eighty-fourth year of his age.

PIKE.—In Minneapolis, Minn., on Friday, August 18, E. M. Pike.

SCHMIDT.—In Baltimore, Md., on Monday, August 14, Prof. Charles Schmidt.

SCHOFFLIN.—In Atchison, Mo., on Monday, August 14, Edward F. Schopflin, of St. Joseph, Mo.

SULLIVAN.—In Springfield, Mass., on Wednesday, August 2, James J. Sullivan, in the forty-eighth year of his age.

UHALT.—In New York, on Thursday, August 17, Joseph Uhalt, of New Orleans, La.

VINCENT.—In Rockford, Ill., on Tuesday, August 15, George Vincent, a traveling drug salesman.

WERT.—In Long Branch, N. J., on Wednesday, August 13, Jacob Runkle Wert, in the forty-first year of his age.

## CANADIAN NEWS NOTES.

(From our Regular Correspondent.)

The Canadian market has not been noticeably affected by the alleged corner in linseed oil, which, instead of advancing in price, has had a downward tendency recently. The demand is fair for the season, with good prospects for an active business in the fall, with prices if anything a little easier than earlier in the season and no immediate likelihood of any important change. Flaxseed was lower last week than it had been for some months. There are considerable importations of oil from Britain, which tend to steady the market here.

The Fielding Chemical Company has been incorporated under the laws of Ontario, with head office at Guelph, Ont., and a capital of \$40,000, to carry on business as manufacturing chemists, and to acquire the business carried on by the Colonial & Chemical Company. The provisional directors are Wm. J. Fielding, Edward Fielding, Norman Allen, Duncan A. McPherson and Geo. C. Campbell.

J. H. Baxter, druggist, employed in Dr. S. H. Harvie's drug store, Moyle, B. C., was drowned during the last week in July while bathing with a party of friends at Moyle Lake. He was 23 years of age.

A baseball game of druggists *vs.* grocers of London, Ont., one of a series of games of the Commercial League, was won by the druggists on the 2d inst., the score standing 10 to 6.

G. A. Sherrin has purchased the drug business of W. H. Wilson, Dundas, Ont.

W. G. McKecknie, druggist, of Marmora, Ont., has sold out to T. E. Oliver.

Merrill & Simpson, druggists, of Brantford, Ont., have given up the retail branch of their business.

G. D. Beattie, of Revelsvoke, B. C., is succeeded in business by the Red Cross Drug Company.

H. F. Sutherland, druggist, of Glacé Bay, N. S., has sold out his business.

## WESTERN NEW YORK.

**The Erie County Association Reorganized—Good Work of the Organizer—Work of the Board—The Exchange a Success.**

*(From our Regular Correspondent.)*

Buffalo, August 24.—In furtherance of the work that stopped price cutting the Erie County Pharmaceutical Association has been reorganized into the Buffalo Retail Druggists' Association, in full affiliation with the N. A. R. D., and the officers of the old organization re-elected, as follows: President, F. A. Darrin; vice-president, Oscar H. Rydstrom; secretary, Peter M. Lockie; treasurer, J. L. Perkins. The officers, with the substitution of W. H. J. Smith for Treasurer Perkins, will represent the association at the meeting of the N. A. R. D. in Boston next month. An effort is on foot to get up a large delegation to attend the meeting, not for any special reason, so far as learned, beyond that of loyalty and gratitude for what the National Association has done for the Buffalo retail druggist. Boston is a new visiting point and is a drawing card on its own account.

## NATIONAL ORGANIZER R. H. CLARK

is still here, though his work is now very largely accomplished. He has done splendid work, bringing everybody into line except one retailer on Main street, who refused to talk with him on the subject. Still the store does not cut prices and is regarded as safe. The new Buffalo Association notes with some sort of grim satisfaction that the store that is thus going it alone will have to move next spring to give way to a bank.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY held a special meeting at Dunkirk on the 22d to pass on a bundle of complaints against various druggists in the district. No very specific report of such meeting is given out by the members, but it is learned that fines amounting to \$350 are involved in the complaints, which are mainly aimed at careless handling of poisons and selling goods below standard in certain country pharmacies. The western branch of the board lately moved on the sellers of cocaine, many of whom were found to be handling it much as they would an ordinary drug, failing to keep a registry of purchasers or labeling the sales as poisons. The result of the canvass was very satisfactory to the board, as it is found that the great majority of druggists refuse to sell cocaine at all except on a physician's prescription, which is regarded as the proper way to handle it. As a rule the public does not know its uses and ought not to be allowed to handle such a poison without special instructions. The next examination of candidates for license will be held by the board in Buffalo on September 20. A list of 25 to 30 is promised.

## THE DRUG MERCHANTS' EXCHANGE OF BUFFALO,

an association of retailers, has proven a great success under the conservative management of S. A. Grove. At a recent meeting of the Board of Directors a resolution was adopted limiting the city membership to 100. It will not take long to reach this number, as the present membership is about 90. Considerable pressure has been exerted to secure the admission of out of town pharmacists, and it is understood that several such members have been accepted. When this body was first organized it was classed more or less by the manufacturers and wholesalers as a mere combination of retailers who were seeking to secure wholesale prices and there was some effort to cut it out, but it was soon found to be too strong to ignore in that way and has for some time obtained all the goods it wanted. Dr. W. G. Gregory has always been the president.

## BUFFALO ATHLETES.

The Buffalo druggists are if anything athletic—that is, some of them are. They are big bowlers all winter and are inclined to carry the sport down to hot weather. Then some of them saw that was not the thing to do and made an effort to revive croquet, but they soon made a bolt from that and took to the Park for baseball, playing every Tuesday and Friday afternoon. As there are not enough of them with the sufficient muscle to make up two nines the game has been thrown

open to doctors, and they respond with a will. Among the druggists seen most on the diamond are the Lockies, the Authonys, F. A. Darrin, C. J. Dwyer, W. H. J. Smith, Edward Smith, 3d, and a few other Smiths, besides others with less recallable names. The sport is good.

## MERE MENTION.

R. K. Smither, whose favorite drug store is out Main street, beyond the Parkway, is building a new one across the street from it, and will move to it when it is finished.

Buffalo druggists are already setting stakes for the meeting of the N. A. R. D. at Boston, and apparently all will go who are interested in the work of the National Association, if they can get away.

The annual outing of the Buffalo druggists has not been appointed yet. There is that unfinished price-list of last summer's outing to be fixed up and several other good reasons appear for holding the meeting to the full this season, yet it hangs fire, showing that the average druggist is very busy this season.

The fact is, though, the Buffalo retail druggist does not find it profitable to take long vacations at a distance from his business. There used to be an Adirondack Fishing Club among them, and the enthusiasm quickly ran so high that a lodge was provided for entertaining their families, but it all lapsed after a few years. The plan is to take part-day outings or live through the warm weather on the lake shore. Led by Dr. Gregory, there is a large colony of them summering on the Canadian shore, which is near enough to enable them to attend to business most every day.

D. M. Cowan, of the wholesale house of Plimpton, Cowan & Co., is just home from a month spent on the coast of Maine and vicinity. Before coming home he visited Portsmouth, N. H., where the peace conference is now sitting. He found the old city full of associations that ought alone to assist in bringing the ambassadors together.

## SYRACUSE DRUGGISTS MEET.

At the last meeting of the Syracuse Druggists' Association W. R. Bissel, the president, was selected as a delegate to the N. A. R. D. convention in Boston, with Edward S. Dawson, Jr., as alternate. L. B. Farrington was made chairman of the Executive Committee to succeed Dr. Beach. The committee was given full power in considering questions of prices, but no immediate changes are expected.

## BRIEF NOTES FROM WESTERN NEW YORK.

W. R. Shearston, formerly of the drug firm of Standish & Shearston, Lockport, has opened a new store at 90-92 Main street, that city, and has engaged G. W. Croff, lately licensed by the Pharmacy Board, to assist in the management.

Frank M. Clark, of Jamestown, has opened the pharmacy in the Colonnade at the Chautauqua Assembly grounds formerly conducted by Fred E. Hatch, and engaged Levi E. Fenton and Henry Thayer as clerks.

Jacob S. Hicks, who owns and is conducting a pharmacy at Allegany, has bought that of H. G. White in the neighboring town of Olean and placed Edward H. Lincoln in charge of it.

Peter R. Croy, a Niagara Falls druggist, has opened a branch store at 1929 Main street, that city, and placed M. C. McIntyre in charge of it.

There is a new block of stores going up at Main and Utica streets, Buffalo, and there is a call for a druggist to take one of them to round out the variety. One or two druggists in the vicinity have been invited to move their stock into the block, but they demur, though possibly some one would do so if it would prevent the multiplication of stores, which is the bane of the drug trade, which is so "neat" that it attracts when there is next to no profit, the proprietors looking for their gains after a while.

## AMONG THE TRAVELERS.

J. A. Cockman made the round of the Buffalo drug field late in July in the interest of McCormick & Co., of Baltimore, selling their materia medica and special preparations.

Edwin H. Powell, who looks after the druggists' sundries department of Lehn & Fink, looked in on the Buffalo druggists late in July and was easily able to make the usual good sales.

## NEW ENGLAND.

**A Stamp Tax on Proprietaries Opposed—Volunteer Collectors to Look After Dues—Much Enthusiasm Over the Approaching Meeting.***(From our Regular Correspondent.)*

Boston, August 23.—The local pharmacists are most enthusiastic over the approaching meeting of the N. A. R. D. and elaborate plans are in preparation for the reception and entertainment of the members. Some details of the work being done appear in another column.

## THE B. A. R. D. MEETS.

The August meeting of the B. A. R. D. was held at the college building on the evening of the 9th inst. President Canning occupied the chair. Secretary Tobin was unable to attend and William C. Durkee was made secretary *pro tem*.

William D. Wheeler spoke in favor of the adoption of a distinctive N. A. R. D. button, and upon his motion it was voted to instruct the delegates to the coming convention to propose the adoption of such a badge.

President Canning next took the floor and made a strong plea against the sentiment for reimposition of the stamp tax. He made the following motion, which it was voted to approve and refer to the national body:

"Inasmuch as it is reported that there is a strong possibility of an attempt at the next session of Congress to reimpose the stamp tax on proprietary medicines, etc., the Boston Association of Retail Druggists in meeting assembled hereby enters this timely protest against such unfair taxation, imposing as it does too large a burden upon the retail drug trade, who alone (and not the consumers) must carry the load. We hereby instruct our delegates to the coming convention of the N. A. R. D. to use their best efforts toward urging the parent association to employ all honorable means to prevent the re-enactment of so unjust and burdensome a measure."

Mr. Wheeler then discussed the non-payment of dues, and upon his subsequent motion it was voted that the treasurer be requested to furnish duplicate bills of delinquents to each of the local bodies, so that volunteers may be secured to visit each one in arrears. The following members volunteered to visit in this way: Messrs. Wheeler, Finneran, Klein, Rintels, Canning, Davis, Bean, Gay, Stover, Tupper, Salisbury, McCormick, McVey, Collins.

It was also voted to request the secretary to send out another set of "cost mark" slips and to again call the attention of the members to their use.

## VACATION NOTES.

Fred. L. Carter, of Carter, Carter & Meigs, has purchased the yacht *Beronda*, and with friends is enjoying the pleasure of cruising along the Vineyard coast. Prof. W. L. Scoville is at Hotel Brightwood, Mt. Sunapee, N. H., for two weeks. Edwin W. Shedd, Ph.G., of the T. Metcalf Company, recently returned to his labors after a short sojourn with his family in New Hampshire. C. E. Harrington, of the Eastern Drug Company, is back at his desk after a two weeks' stay in the Pine Tree State.

## ALL ABOUT BOSTON.

H. A. Perham, of Arlington, is attracting much attention to his pharmacy by an experiment with a Manx kitten which he is feeding with milk by means of a glass syringe and a rubber tube. Pete, as the kitten is called, came under Mr. Perham's charge when he was two weeks old, and appears to be thriving, as he spends his time sleeping and eating.

Frank Holtham, of Lynn, tried the experiment of having a pet, a monkey, in his store, but has now decided that the idea is not a success. This state of mind was produced by a succession of incidents in which the monkey was the main factor. These included tampering with the candy supply, the fountain, mixing the cash and accounts, and finally, for a climax, setting fire to the basement. Now there is no monkey at the Holtham establishment.

## PENNSYLVANIA.

**P. A. R. D. Actively at Work—Some Newspaper Absurdities Regarding the Pharmacopœia—The Loder Suits as a Basis for Advertising.***(From our Regular Correspondent.)*

Philadelphia, August 24.—At the next meeting of the Philadelphia branch of the N. A. R. D. it is likely that some important business will be transacted. The committee that has been preparing a new list of prices has completed its work, and in all probability this will be one of the subjects which will receive the attention of the meeting. The officers of the association are greatly encouraged by the sincere support they are receiving from the members. For a time there was a disposition shown to let things take their own course, but now it is quite different. Every member takes an interest in the welfare of the association and each one is doing all he can for the good of the order.

It is likely that the membership will show a large increase this fall. The dividing of the city into districts has been one of the best pieces of work that has been enacted. This has brought the members into direct communication with such druggists as are not members, and in this way those who are looking after new members have been able to better expound the virtues of the association.

## NEWS FROM CHICAGO REGARDING THE PHARMACOPŒIA.

Professor La Wall said in reference to the attacks made on the new Pharmacopœia:

"A short time ago one of the prominent Philadelphia daily newspapers published an article under a scare headline which purported to be a special dispatch, but which in reality was copied from a Chicago paper and contained the most ridiculous misstatements regarding the Pharmacopœia which have yet appeared. The article credited the Pharmacopœia to the 'National Body of American Pharmacists,' whatever that may be, and solemnly stated that it had been found upon investigation that drugs were too pure and that the retail druggists in the future would be allowed to adulterate their drugs to a certain extent.

"The article even went so far as to cite instances in which such adulteration might be practiced, solemnly stating the following: 'Thus a little flour or other light white foreign substance will be placed in quinine, that the purchaser may receive the same quantity of goods in weight of bulk but a smaller amount of quinine than he has been accustomed to purchase for the same price. The same will be true of drugs and chemicals of all kinds.' Such a ridiculous misinterpretation of the purity rubric could only have arisen through the animosity of some one of the enemies of pharmacy who have been responsible for the numerous articles upon substitution which have appeared recently in the papers.

"There certainly should be some remedy for such wanton attacks upon the members of the profession of pharmacy. It would be more in accordance with the facts to state that the editors of the daily papers have agreed that the truth is too strong for the public and that all facts must be adulterated with a certain proportion of fiction to make them more sensational."

## THE LODER SUIT.

Wholesale and retail druggists throughout the country are awaiting the outcome of the suit brought by C. G. A. Loder, a druggist, of Sixteenth and Chestnut streets, claiming \$100,000 damages from certain members of what is popularly known as the Drug Trust for interference with his business. The case will be tried at the October term of the United States Circuit Court in this city. Its settlement will largely determine the status of the "cut rate" drug business, of which the plaintiff is an exponent, and by which a retailer may sell his goods at the prices he chooses instead of at the arbitrary rate fixed by manufacturers and jobbers. Suit is brought under the Sherman Anti-Trust act, by which a claimant may recover threefold the amount of his actual damages, so that in the event of a successful suit Mr. Loder stands to receive \$300,000.

In the suit the defendants, 12 corporations and 20 individual



druggists of this city, are accused of having combined and conspired among themselves and with other wholesale jobbers and retailers throughout the country to restrain trade or commerce by enhancing prices, stifle competition and drive out of business druggists who refuse to be bound by the fixed prices. He charges that manufacturers and jobbers have refused to fill his orders.

It is believed that Mr. Loder is getting ready for his regular campaign of fall advertising and has instituted some more lawsuits against the "Death Trust," but so far as can be seen no one seems worried.

#### PHILADELPHIA ITEMS.

Geo. B. Galton, one of J. & J.'s city representatives, is spending his vacation at Wildwood, N. J.

T. S. Shoemaker, of R. Shoemaker & Co., has been confined to his home by illness.

The genial Fred. Burke, of Stoevers Broad Street Station pharmacy, is taking a well deserved rest at Mt. Pocono.

D. E. Bransome, Johnson & Johnson's Philadelphia representative, is spending a few days at McSherrystown, Pa.

William A. Carpenter, of Twentieth and Parrish streets, has gone on an extended trip through Maine and Canada.

Mrs. F. R. Jones, wife of the popular and energetic manager of the Johnson & Johnson and J. Ellwood Lee Company combination, who has undergone a serious operation, is recovering.

C. S. Thompson, of Smith, Kline & French Company, has just returned from his vacation of a few weeks' sojourn at Atlantic City.

E. G. Brugler, 2002 Tloga street, has been succeeded by B. G. Shannon of Eighth and Spring Garden streets. Owing to the close competition in the vicinity interesting developments are expected.

J. B. Thompson has been compelled to abandon business for a time owing to illness. F. B. Davis, who operates the store at Nineteenth and Diamond streets, is looking after Mr. Thompson's interests during his illness.

A. H. Bolton, Jr., has made a deal with Turner & Wayne, having disposed of his stock to them. During the summer months he will devote his entire time to the drug store at Ocean City.

A great many druggists of this city have not as yet taken their vacations, as they are saving their time and coin to blow them both in attending the N. A. R. D. convention in Boston next month.

W. Fred. Steinmetz, the energetic and enterprising druggist at 2838 Girard avenue, has gone to Atlantic City for a well earned rest, and all his friends are daily expecting a large shipment of fish in consequence.

#### Passed Oklahoma Board.

Guthrie, Okla.—Out of 31 who took the examination on July 20 to practice pharmacy in Oklahoma but eight passed. Those granted a license were: Otis Connelly, Duncan, I. T.; Jos. Gamp, Lucien, Okla.; Ruby F. Heaton, Silversville, Ind.; W. R. Mitchell, Mangum, Okla.; J. S. Ross, Wellston, Okla.; J. G. Slaybaugh, Pawnee, Okla.; J. M. Torrence, Merri-  
rick, Okla.; H. R. Weiss, Blackwell, Okla. The following were registered on diplomas from colleges: R. G. Bowe, Cleveland, Okla.; E. V. Campbell, Rowan, Iowa; Herbert J. Fry, Moore, Okla.; Charles E. Flautt, Niotaze, Kan.; T. L. Gilchrist, Whit-  
ing, Ind.; W. S. Hess, White Water, Wis.; C. L. Hormell, Roscoe, Pa.; E. W. Hooper, Braman, Okla.; William Hoeschler, La Crosse, Wis.; George E. Hinckley, Charleroi, Pa.; Forest S. King, Valparaiso, Ind.; Harry W. La Puelle, Stillwater, Okla.; William L. Mason, Phillips, W. Va.; Harry Q. May, Shawnee, Okla.; H. D. Stephenbeck, Valparaiso, Ind.; H. E. Townsend, Zanesville, Ohio; Charles W. Yeager, Rockford, Ill.

#### OHIO.

**Cleveland Druggists Enjoy Themselves—Soda Fountain Supplies to be Analyzed—The Board of Pharmacy to Take Up Cocaine Sales.**

(From our Regular Correspondent.)

Cleveland, Ohio, August 23.—The annual outing of the Northern Ohio Druggists' Association was held at Avon Beach, on the lake shore west of this city yesterday. This is a beautiful spot for such an event, with a cool, shady park for those who do not care to take too active a part in the athletic events that are always a part of the programme. More than 250 druggists and employees of drug stores were present, as well as a number of guests.

The programme was complete in every way, and consisted of a baseball game, races of various kinds and a tug of war contest between the wholesale and retail druggists of this city, as well as a number of other events.

The Committee on Arrangements was made up of the following well-known men: B. F. Kramer, chairman; Jacob Lustig, treasurer; William Ruess, H. Pollack, S. Berger, J. M. Rogoff, L. C. Hopp, W. A. Haake, L. Herold and G. Rabenstein.

#### TO ANALYZE SODA FOUNTAIN DRINKS.

Assistant City Chemist Sanford has arranged to make an analysis of some of the materials used at the soda water fountains in order to ascertain whether they contain any harmful ingredients. This work was planned for the early spring, but was not taken up then because of pressure of other duties. So far as known, no complaints have been made regarding the extracts and other materials used, but the city department desires to learn for its own satisfaction if everything is as it should be in this respect. Samples of ice cream will also be examined in connection with the other materials.

#### TO PUNISH ILLEGAL SELLERS OF COCAINE.

Secretary Ogler, of the State Board of Pharmacy, will probably secure transcripts of the cases in which druggists have been convicted of selling cocaine illegally, and they will be laid before that body at the October meeting, with a view to taking action in accord with the opinion of Attorney-General Ellis recently rendered, to the effect that licenses of the guilty parties may be revoked. The convicted men will be given an opportunity to show cause as to why they should not be thus further punished.

Ray M. Beagle, of Marietta, both individually and as a member of the drug firm of Beagle & Lytle, has filed a petition in bankruptcy in the United States Court. The debts amount to \$5,664.30, all unsecured claims. All of his property with the exception of \$50, which is exempt, was transferred to D. B. Torpy by deed of assignment on May 11, 1904.

#### The Kentucky Board.

The Kentucky Board of Pharmacy held its quarterly examination at Dawson Springs, July 11, where seven out of a class of thirty passed, as follows: Clyde Grady, Smith Mills; W. H. Mayor, Jr., Frankfort; S. W. Paris, Fulton; J. H. Settle, Calhoun; W. H. Stetson, Louisville; W. H. Strangmann, Cincinnati, Ohio; Walter Renz, Louisville. The next examination will be held in the Court House, Lexington, beginning at 9 o'clock on the morning of Tuesday, October 10.

#### The New Hampshire Board Pass List.

The fourth quarterly meeting of the New Hampshire Commission of Pharmacy was held at the State House, Concord, on Wednesday, July 26, when the following candidates passed the junior examination: Leon C. Ellis, Lynn, Mass.; Reuben G. Coffin, Malden, Mass.; Jesse W. Field, Exeter, N. H.; William O. B. Little, Gloucester, Mass.; Ralph A. Forrest and Daniel A. Sullivan, Concord, N. H.

The following juniors passed, viz.: J. Ernest Townsend, Peterboro, N. H., and Campbell Hibbard, Walpole, N. H.

The next quarterly meeting will be held at the State House, Concord, on Wednesday, October 26, 1905.

## THE SOUTH.

**Yellow Fever Conditions Improving—Big Demand for Disinfectants—Result of the Beard Examination.***(From our Regular Correspondent.)*

New Orleans, La., August 21, 1905.—In so far as the drug trade is concerned conditions have improved remarkably in the last few days. The assumption of control by the Government authorities has resulted in the outside towns placing more confidence in the situation and freights are not being as seriously interfered with as before. The statement made by C. C. Johnston, treasurer of the Parker-Blake Company, to-day seems to cover the situation pretty thoroughly. He said: "Our country business is better than last year, and our city trade is fine."

There is a big demand for disinfectants, sulphur, pyrethrum, wood alcohol, etc. Large quantities of these are being used in generally disinfecting and in destroying the mosquitoes. An idea of the amount of wood alcohol can be gained from the statement that one house alone has disposed of two carloads of the stuff in the last few weeks. Many thousand tons of sulphur have also been sold.

## A BLOW AT THE PHARMACY LAW.

Judge Skinner, in the First City Criminal Court, recently discharged John F. Humbert, the druggist who was charged with violating the Pharmacy law by the illegal sale of drugs. A demurrer was advanced on the grounds that the section under which the charge was made was not covered by the title of the act, thus making the act illegal. Virtually the same contention was made in the case of Sam Felix before Judge Baker some time before. The demurrer was sustained and Humbert was given his liberty.

## MR. KEPPLER INJURED.

Christian L. Keppler, one of New Orleans' best known druggists, was knocked down and seriously injured by a car of the Dryades line one night last week. It was feared at first that his injuries would prove fatal. However, he is now getting better, and it is hoped will recover. Mr. Keppler was crossing the tracks on Dryades street, near Terpisshore, within one block of the drug store which he has conducted successfully for many years. He was dragged some distance and severely injured. After the accident he was taken to his drug store, and then sent to the Touro Infirmary.

## AN AUTHOR-DRUGGIST'S ATTEMPTED SUICIDE.

Joseph Uhalt, the young druggist who attempted to kill himself in New York on the afternoon of August 17, and who is at present or at last reports was in Bellevue Hospital, is well known in this city. For a number of years he successfully conducted a drug establishment in Oak street, Carrollton. Recently he retired from the drug trade to write his book, "The Land of God's Intent." Despondency over not being able to have his book published is said to have been the cause of his attempt to end his life. His relatives have gone from here to him.

Last Christmas one of Mr. Uhalt's children, a very pretty little girl, was injured in an elevator accident in F. M. Kirby & Co.'s store in Canal street. It became necessary to amputate her foot. This had a bad effect on the young druggist. He has now pending in the United States Circuit Court here a suit for \$20,000 damages for the injury done his child. The young man's family consists of a wife and two pretty children.

## A DRUG STORE EXPLOSION.

A terrific explosion in the basement of Saenger's drug store, at Shreveport, La., recently, wrecked the prescription department, blew out the big plate glass window in front and started a fire, which for a time threatened to burn both the drug store and hotel, which were in the same building. The damage was estimated at \$2,000. The explosion occurred early in the morning, and was caused by the carelessness of the negro porter, who threw a lighted match near a barrel of combustible material. The porter walked out of the place without knowing what he had done. Otherwise he would have been instantly killed.

## THE PACIFIC COAST.

**Results of the California Board Examinations—Drug Clerks Elect Officers—Liquozone Fights Health Board.***(From our Regular Correspondent.)*

San Francisco, August 19.—Of the 34 applicants who appeared for examination before the last session of the California State Board of Pharmacy the following were successful: Licentiates—W. H. C. Barlett, Jos. E. Beck, H. S. A. Cuming, John Douglas, Wm. Hartman, J. H. Kane, C. B. Miller, B. F. Moore, J. E. Plastre, P. A. Nolan, W. E. Pleasants, C. D. Pratt, S. H. Prince, J. T. Scow, T. A. Strenzke, F. H. Todd and D. D. Wolfrom. Assistants—F. De Belli, G. A. Franklin, C. W. Hesser, T. F. Huddelston, E. L. Marshall, A. H. Monter, David Rapoport and W. F. Gray.

## NEW OFFICERS OF THE DRUG CLERKS' UNION.

At the meeting of the San Francisco Drug Clerks' Association, held the 5th inst., the following officers were duly installed to serve for the forthcoming six months: President, Chas. B. Whilden; first vice-president, Prof. J. Flint; second vice-president, Chas. C. Bucher; financial secretary, W. E. Murphy; delegate to Labor Council, J. H. Hubacheck; treasurer, G. M. Murphy. Grievance Committee: E. J. Maloney and W. Adair. Following the installation, refreshments and other treats of a vocal and musical character were in order, making the evening a very enjoyable one indeed.

## ANTITOXIN TREATMENT FOR MALARIA.

On October 5 Capt. Joseph H. Ford, M.D., U. S. A., will leave for the Philippines, to continue his research work as to the treatment of malaria with antitoxin. Captain Ford has been the first to meet with sufficient success in his experiments to warrant a belief in favorable results eventually. The parasite of malaria yields, apparently, to the antitoxin treatment, the experiments which Captain Ford conducted with infected mosquitoes at Washington, D. C., and later with rabbits and sheep at Fort Reno, Okla. Ter., being most satisfactory. Dr. Ford hopes also that he may later develop an antitoxin for yellow fever, as he has reasons for believing that the undiscovered germ of the latter disease is an organism similar to that of malaria, and would, therefore, succumb to treatment of the same nature.

## LIQUOZONE VS. BOARD OF HEALTH.

Following the startling charges of the San Francisco Board of Health as to the dangerous contents of liquozone, which were published in these columns of June 26, a temporary restraining order was issued by United States Circuit Judge Morrow preventing the Board of Health and other officials from interfering with the sale of liquozone and commanding defendants to appear in court on the 21 inst. at 10 a.m. to show cause why an injunction should not be issued during the pendency of the trial of the suit brought by the Liquozone Company to recover \$350,000 damages. The plaintiff denies that the analysis of the board as to the composition of its remedy is correct.

## 'FRISCO BREVITIES.

C. A. Baxter, interested in the Globe Medical Dispensary, has succeeded in having Dr. Herbert T. Thornburgh convicted of forgery. It was alleged that Thornburgh had forged Baxter's signature to a check for \$10.

The Specialists Formula Company, which till recently did a mail order business at 1104 James Flood Building, can no longer use the mails, a fraud order having been issued against it on the 15th inst. The firm's method was to offer for sale numerous prescriptions for all sorts of diseases, all of which were accessible in almost any almanac.

Donald B. Dodge, a drug clerk, pleaded guilty to a charge of petit larceny on the 10th inst. and was sentenced to serve three months in the county jail. The Owl Drug Company caused the arrest of Dodge, as he and another clerk were suspected of stealing light toilet articles, a chestful of which were subsequently recovered when detectives raided their room.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

New York, August 26, 1905.

While the market has a quiet and tame appearance owing to the absence of speculative interest, jobbing orders continue in fair receipt, and the business of the fortnight on the whole will bear comparison with the corresponding period last year. The auction sale of cinchona bark at Amsterdam passed off tamely, with no material change in values. Ergot maintains its upward tendency, and opium is held with increased firmness in sympathy with conditions at primary sources of supply. There are few new features to report in the market for chemicals.

| HIGHER.             | LOWER.             |
|---------------------|--------------------|
| Opium,              | Menthol,           |
| Ergot,              | Lycopodium,        |
| Santonin,           | Glycerin,          |
| Silver nitrate,     | Acetone,           |
| Cantharides,        | Yerba santa,       |
| Manna, small flake, | Grindella robusta. |
| Codliver oil,       |                    |
| Vanilla beans,      |                    |
| Gum arabic, sorts,  |                    |
| Ipecac, Carthagena. |                    |

### Drugs.

Alcohol, grain, is passing out freely into channels of consumption at the advance noted in our last—namely, \$2.45 to \$2.47, as to terms of sale. Wood is unchanged at 70c to 75c for 95 and 97 per cent., respectively.

Arnica flowers are held with increased strength, and we hear of no sales at under 9c, with up to 10c named, as to quality. Light stocks contribute to increased firmness on the part of holders.

Balsam copaiba, Central American, is meeting with a fair inquiry and values appear well sustained at 30c to 31c. Para is held with increased confidence and jobbing sales are numerous at 36c to 38c.

Balsam fir, Canada, is held steadily at the previous range of \$3.10 to \$3.20, while Orgeon is maintained at 70c to 80c, as to quality and quantity.

Balsam Peru is rather slow of sale at the moment, but values are nominally unchanged at \$1.00 to \$1.10.

Balsam tolu is finding a moderate jobbing sale at the previous range of 20c to 22c.

Barks.—There are few new features of interest to report in this department. Cascara sagrada is not taken with any spirit, but values are nominally steady at 6½c to 9c for spot, as to quality and quantity. Cramp is scarce and the small available quantity is well maintained at 7c to 8c. Cotton root has developed increased firmness, but 7c to 8c is yet named as acceptable in a jobbing way. There is more or less inquiry for bayberry, which is scarce and held at 12c to 14c. Sassafras is dull and neglected at 11c to 14c, as to quality and quantity. Elm, select, is easier, if anything, at 20c to 22c.

Buchu leaves, short, are in improved demand and values are well sustained at the range of 14c to 17c, as to quality and quantity.

Burgundy pitch is characterized by increased firmness, though sales continue to be made within the range of 3½c to 4c.

Cacao butter is firmer and quotations are generally higher, 29c to 32c being generally named for bulk, as to brand, while boxes are quoted at 35c to 40c.

Cantharides, Russian, have been a trifle irregular and unsettled, but latest quotations show an advance to \$1.25 to \$1.30. Chinese are unchanged at 47c to 49c, as to quantity and seller.

Cassia buds are in moderately active jobbing demand, with sales reported at 17½c to 18c.

Chamomile flowers of the different grades are quiet, but steadily maintained, the sales of Roman and German during the interval being at 21c to 25c and 9½c to 15c, respectively.

Codliver oil is in improved inquiry as a result of a speculative movement, and prices are higher, there being nothing offered at under \$27 at the close.

Cubeb berries are quiet but steady at 8c to 9c, as to quality and quantity. High prices are likely to obtain with this article if the demand improves.

Ergot has attracted increased attention since our last, owing to unfavorable crop reports from producing districts. There has been considerable speculative buying in the local market with the view of gathering as much under strong control as possible. The sales at the close were at an advance to 45c to 47c for Russian and 46c to 48c for Spanish, and these values were stated to be below the parity of primary cost.

Glycerin is easier under the influence of a lessened inquiry, coupled with competition among manufacturers. C. P. is now quoted at 12c to 12½c in drums or barrels and 13c to 13½c in cans.

Grindella robusta is scarce and wanted. A limited quantity is available at 15c, but up to 20c is asked, as to holder. New crop is beginning to be offered from primary markets, which may affect present prices.

Haarlem oil has received increased attention since our last and there is a reported scarcity of spot supplies, with one holder quoting at \$1.80 to \$1.85.

Juniper berries do not vary to any extent. Reports from the growing centers indicate a medium crop. On spot sales are making within the range of 1½c to 2c, the outside figure being generally quoted.

Lycopodium is dull and neglected, and holders appear more disposed to urge the distribution, quotations being reduced to 80c to 82c, as to brand.

Manna, small flake, is about out of market and current quotations of 32c to 35c are largely nominal.

Menthol has reacted since our last, business being reported in the interval at \$2.20, while there were rumors of a \$2.10 quotation, though this could not be confirmed. There is a lack of important demand.

Opium has recovered its strength and holders are firmer in their views, \$3.25 being named in one quarter as the acceptable inside quotation for cases, though there are sellers at \$3.20. Some alarm has been manifested over the limited arrivals, the amount to date being placed at one-quarter of those of the corresponding period of last year. Meanwhile sales of broken packages are reported at \$3.22½ to \$3.25, while powdered is firmly maintained at \$3.60 to \$3.65.

Quinine has not varied in the interval since our last report, and the auction sale of bark at Amsterdam on the 24th inst. went off at unchanged values. Only half of the 10,120 packages offered was disposed of at an average price per unit of 5.80 Dutch cents. The local demand for quinine is unimportant, seldom exceeding jobbing proportions. Most sales of Java were at 19½c to 19¾c, though purchases could be made in a limited way at 19c. Manufacturers' quotations continue on the former basis of 20c for bulk in 100-ounce lots.

Saffron, American, maintains its firm position, \$1.10 being still quoted by the principal holder of the small available stock.

Santonine has been again advanced, the new price for crystals being put at \$8.95 to \$9.00, and powdered at \$9.15 to \$9.20. The article is in the hands of a strong Russian monopoly and a further advance is not unlikely.

Thymol is reported higher abroad, but goods continue to offer in this market at \$1.65 to \$1.75, as to quantity and seller.

Vanilla beans, cut Mexican, have been actively inquired for since our last, and most holders now quote at an increase to \$1.90 to \$2.50.

Wax, Japan, continues firm and nothing offers at under 12c.

Yerba santa offers more freely from producing points and holders are more free to offer at 12c to 13c.

#### Chemicals.

Acetone offers more freely, and is slightly easier in consequence of the easier position of the raw material; single drums are quoted at 16½c, though 17c is asked in some instances.

Alum is being booked for fall delivery on the basis of 1.75c to 1.85c for lump, and 1.85c to 1.95c for ground, as to terms.

Arsenic, white, sells in a jobbing way only, the limited demand being met at 3½c to 3¾c for spot. Red is also jobbing slowly at 6¾c to 7c, as to grade and quantity.

Barium chloride has been in active demand, and quotations show an advance to the higher range of \$32 to \$35 a ton.

Bleaching powder is being booked for forward delivery at 1.25c upward, the quotation named for spot goods.

Blue vitriol has sold in moderate volume during the interval at firm and unchanged figures, the quotations being 4.95c, delivered, less the usual discount terms, and 5½c for jobbing quantities.

Brimstone, crude seconds, is higher in consequence of the renewal of the agreement among foreign producers; both domestic and foreign are now quoted at \$22.

Chlorate of potash is taken rather indifferently at present, but values are firmly maintained at the previous range of 8¾c to 8½c for jobbing parcels of crystals and powdered, respectively.

Citric acid is maintained with noticeable firmness in the face of an active demand and some scarcity of basic material; barrels are quoted at 38c and kegs at 38½c.

Oxalic acid has developed a firmer tendency, but jobbing sales continue to be made within the range of 5c to 5½c.

Quicksilver is moderately active in a jobbing way, but lower quotations from primary sources have influenced holders to offer at a reduction to 55c to 57c.

Silver nitrate is fractionally higher, in sympathy with the metal, and manufacturers now name 38½c to 42c, as to quantity, the inside figure being for lots of 1,000 oz. or over. This is an advance of ¼c. an ounce.

Tartar emetic has been advanced with the other antimony salts, and 23c to 24c is now named, as to quantity.

Tartaric acid continues in fair jobbing demand for immediate consumptive purposes and values are well sustained at the range of 29c to 29¼c for crystals and 29¼c to 29½c for powdered, as to quantity and terms of sale.

#### Essential Oils.

Anise appears well sustained, and we hear of numerous jobbing sales at the range of \$1.12½ to \$1.14.

Camphor is held with increased firmness and we hear of nothing offering at under 9c to 12c, as to quantity.

Cassia is meeting with about the usual jobbing demand at the previous range of 75c to 77½c.

Citronella is irregular and unsettled, with quotations ranging from 34c to 40c, as to holder and quantity asked for.

Cloves maintains its firm position, holders being influenced by the strong tenor of reports on the spice. Supplies are, however, yet available at 80c to 82½c in cans and bottles, respectively.

Messina essences have been in good seasonable demand since our last and prices generally are well sustained within the following range: Bergamot, \$2.10 to \$2.25; lemon, 55c to 66c, and sweet orange, \$1.75 to \$1.95.

Pennyroyal has been in fair demand and values are firmly maintained at \$1.25 to \$1.30.

Peppermint is dull and slow of sale, but prices are steadily

maintained on the basis of \$2.25 to \$2.65 for bulk and \$3.00 to \$3.10 for cases.

#### Gums.

Aloes of the various grades continue to find a moderate jobbing outlet, and the tone of the market is firm, Barbados being maintained at 12c to 13c in gourds; while true, to arrive, is quoted at 50c. Curacao is held and selling at 5c to 5½c. The Cape variety is easier at 8c to 10c.

Arabic sorts are firmer, the inside limit having been advanced to 6c; previous to the advance considerable business was done at 5½c.

Asafoetida is quiet, and quotations are largely nominal, the range standing at 15c to 20c, as to quantity and quality.

Camphor, refined, does not vary from the established range of 68c to 68½c for barrels and cases, respectively.

Chicle is maintained at steady prices, but no large transactions are reported, the bulk of the business being of a jobbing character. Quoted 36c to 38c.

Gamboge is held and selling actively in a jobbing way at the range of 75c to 80c for pipe.

Mastic is meeting with the usual jobbing demand, and values are well maintained at the range of 44c to 50c, as to quality and quantity.

#### Roots.

Aconite is held and selling fairly in a jobbing way at 8½c to 9½c.

Althea, cut, is inquired for, and values are well sustained at 17c to 18c.

Calamus is meeting with the usual jobbing demand at unchanged values, or, say, 6½c to 7c for ordinary and 25c to 26c for bleached.

Ginger, Jamaica, is finding a good consuming outlet, especially for the natural, which commands 8c to 10c.

Golden seal is neglected at the moment, but holders abate none of their firmness, naming \$1.25 as an inside quotation on spring dug, with up to \$1.45 asked for fall dug, as to seller and quantity.

Ipecac, Carthagena, is commanding slightly better prices than the Rio variety, the range for the former being \$1.35 to \$1.45, while the latter is held at \$1.30 to \$1.35.

Jalap, new root, is inquired for, and the price is maintained at 9½c, while old is held at 11c.

Senega is maintained firmly, the quotation of the market standing at 62c to 64c, as to age and seller.

Sarsaparilla, Mexican, is in better supply, but holders abate none of their firmness, and values are generally well sustained at the range of 11½c to 12½c.

#### Seeds.

Anise, Italian, is fairly active, and sifted is quoted at 8½c to 9c, while Star is well maintained at 19c to 22c.

Canary is without change of consequence, either as regards price or demand. The tone of the market is steadier, but quotations are nominally unchanged, Smyrna being quoted at 5c to 5½c, and Sicily at 5½c to 5¾c, as to quantity and seller.

Caraway is in upward tendency, Dutch being quoted at an advance to 6¾c to 6½c, as to quantity.

Celery is held with more confidence and little is now obtainable at the inside price of 7¾c, 8c being a more popular quotation.

Coriander is maintained with more firmness and natural is held at 7½c to 7¾c and bleached at 8½c to 10¾c.

Hemp is in limited supply and values are well sustained at 27½c to 3c.

Mustard, Yellow German, is scarce on spot, and values are well sustained at 3c to 3½c.

Sunflower is held with increased firmness owing to scarcity. The market is almost bare of domestic, and foreign has been advanced to 4½c to 4¾c.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, SEPTEMBER 11, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 8718 Walnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.  
THOMAS J. KEENAN.....Associate Editor.

ROMAINE PIERSON.....Manager Chicago Office.

\$1.50 a year. 15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### British Appreciation of the U. S. Pharmacopœia.

From F. H. Alcock, F. I. C., F. C. S., Birmingham, England, we have received a letter in the course of which he says:

"It is a pleasure to me to hear of the good work in pharmacy which is being done in your country, and I have had already a good opportunity of dipping into the pages of your new Pharmacopœia. What an enormous amount of work it represents. I hope it will be duly appreciated as it justly deserves to be throughout the whole world."

### EDITORIAL COMMENT

It is difficult to say what influences have been at work in the Greater New York district to hamper or put obstacles in the way of carrying out the designs of the National Association of Retail Druggists with regard to the regulation of prices in this vicinity through its Eastern office. The Department of the East, as the branch office of the association in this city is styled, has found a ready champion in Dr. W. C. Alpers, and it is a pleasure for the AMERICAN DRUGGIST to mention this, as this journal has frequently found it necessary in the past to draw attention to the opposite attitude of mind exhibited by that gentleman in matters concerning the National Association. We think the N. A. R. D. is to be congratulated on having won over to its cause a debater like Dr. Alpers, who is able to carry more conviction to his audience in a half dozen sentences than certain others, who might be named, could in a whole night's oratory.

It was an instructive paper that Mr. Webber contributed to the Michigan State Pharmaceutical Association and which we printed in full in the preceding issue. His method of determining what goods it pays to keep in stock and what are unprofitable is a simple one. In order to make the test an inventory is taken of the goods under suspicion; whenever it is desired to ascertain the profit another inventory is made, and the amount of the invoice is added to the sales during the period. The difference between the first inventory and the final inventory, plus the sales, will then represent the gross profit. Mr. Webber tried this plan with his candy stock, with the result that he does not handle candy any more. The proximity of a dozen or more clerks to a case filled with bulk candy was found to be killing to profits. A similar trial with his cigar stock was more encouraging, despite the fact that five clerks were smokers. Mr. Webber is a believer in the dictum that the individual has eight chances of success against three of failure in a business career, which is a fairly encouraging statement.

The author of an article in a recent issue of the London *Pharmaceutical Journal*, H. John Henderson, records his disapproval, though in faint tones, of the English name adopted in the United States Pharmacopœia for the Latin title *Ipecacuanha*. It occurs in a plea for a pocket edition of the British Pharmacopœia, in which he observes with good reason that it is hard to break the shackles which bind men to tradition, the makers of pharmacopœias being seemingly bound to follow in the paths trodden by their predecessors. So it is that we are still doomed to bulky volumes, where we might have books that could be slipped easily into the coat pocket. The British Pharmacopœia, according to Mr. Henderson, has taken a step forward by placing in an appendix the methods of maceration and percolation, while the United States Pharmacopœia, or "her American consort," as he is pleased to term our national medicine book, is far behind the times in this respect, and, what is worse, in the latest revised edition of the latter volume "Ipecacuanha is now bald ipecac." He notes this with the astonishment of one who has discovered something new, and it is surprising to find how many Englishmen are unaware that ipecac in this country has been the official English synonym for the Latin title *Ipecacuanha* since 1880, or, to be more correct, since the Seventh Decennial Revision of the Pharmacopœia became official.



### A Plea for Galenical Pharmacy.

The address of the chairman of the Scientific Section of the American Pharmaceutical Association at this year's meeting in Atlantic City is in refreshing contrast to many of the addresses made on similar occasions. The cry heretofore has been for more attention to the purely scientific branches of pharmacy, and the chairmen of this section appear to have found it necessary to treat the association to learned dissertations on the structure of alkaloids or the intimate chemistry of the volatile oils. Mr. Gane sounds a saner note in his address, and we doubt not that many of his statements made his auditors "sit up"; for it is a plea for a revival of interest in strictly pharmaceutical work sure to be appreciated by those members of the association representing the men behind the counters. Not that Mr. Gane advises any slackening of interest in science as applied to pharmacy, for he insists that the pharmacist should lead in knowledge of drugs, their behavior and the best methods of presentation, and that much research of a scientific character is needed in connection with the commonest pharmaceutical preparations. It is too true that in the so-called scientific section of the American Pharmaceutical Association galenical pharmacy, which touches so intimately the life work of the average American pharmacist, has been neglected in the interest of subjects which do not appeal to him in the least, and it is also true, as Mr. Gane remarks, that pharmacists "have been too prone to bow before the chemist on the one hand and the physician and the surgeon on the other, and to be kicked by both."

### Talk of a Stamp Tax.

The possibility of Congress reimposing a stamp tax on proprietary medicinal articles is again being discussed in the drug trade. Although the matter has not yet been taken up by any of the pharmaceutical associations, it is sure to form one of the chief topics of discussion at the annual meeting of the National Association of Retail Druggists in Boston next week.

While it is too early to predict with any degree of certainty just what form or amount of tax, if any, may be proposed to Congress, there seems little doubt, in view of the deficit in the Government's revenues of nearly \$20,000,000, that some legislation in this direction will be attempted. Advices from Washington indicate that Treasury Department officials are looking into the matter; the opposition of the trade to the reimposition of the stamp taxes is well known in Washington, and the opinion has been expressed, although unofficially, that if any stamp tax should be proposed to Congress to meet the current deficit a new system may be devised with the idea of making it a permanent source of revenue. One suggestion has been made, for instance, that the line should be drawn between non-secret and secret remedies, exempting the former and putting the entire burden of any tax on the latter. This phase of the proposition, it is said, is receiving particular attention from Congressional statisticians.

That the retail drug trade will vigorously oppose any system of special stamp taxes the burden of which will in practical operation fall upon the retailer is certain. The various pharmaceutical associations can discuss the subject and resolve on what they do not want or what they will oppose, but they will not know what they are really "up against" until Congress convenes and some bill is introduced.

### The Atlantic City Meeting.

The Atlantic City meeting of the American Pharmaceutical Association proved of unusual interest to those in attend-

ance, there being several factors in bringing about this very desirable condition. The address of the president was as far removed from the perfunctory and commonplace effort which is so apt to be the product of the average society chairman as is the president from being a commonplace society president. It was not merely a coincidence that the membership of the association had reached under the presidency of Professor Beal its maximum, for the president himself was personally responsible for very nearly 50 per cent. of the two hundred and odd new members who have been added to the rolls since the Kansas City meeting. Not content with doing good during his incumbency of the office, the president has elaborated plans, which, having received the approval of the association, promise to add materially to the usefulness of the association, to expedite its work and to increase its popularity. The new Pharmacopœia formed the topic of much discussion, and, while the members appreciated the great value of the work which had been done on it, the chorus of praise gave way occasionally to a solo of criticism, the most distinguished soloist being H. N. Martin, of Gateshead-on-Tyne, England, a former president of the British Pharmaceutical Conference and a man of undoubted scientific attainments, but who after his visit to the Chicago Exposition published a series of tirades against America and American pharmacy, the memory of which it will require a full generation to obliterate.

It is to be hoped that Mr. Martin may this time find something to commend in American pharmacy, or at least something less to condemn than he found on his previous visit. Certain it is that his presence added a certain spice and interest to the proceedings of the sessions in which he participated.

### Historical Pharmacists.

A correspondent of the *Chemist and Druggist*, who asked for the names of ten or a dozen historical personages connected with pharmacy, to be used in the decoration of a new pharmacy, was given the following list to choose from:

- Avicenna, born at Afshena, in Bokhara, 980, died 1039.
- Galen, born at Pergamus, in Mysia, 131, died cir. 210.
- Hippocrates, born in the island of Cos 460 B.C., died cir. 370 B.C.
- Paracelsus, born at Einsiedeln, Switzerland, 1493, died 1541.
- Rivierus, born at Montpellier 1589, died 1655.
- Mindererus, born at Augsburg cir. 1570, died 1621.
- Basil Valentine, born in Germany cir. 1410.
- Glauber, born at Karlstadt 1604, died 1668.
- Scheele, born at Stralsund 1742, died 1786.
- Dalton, born at Eaglesfield, near Cockermouth, 1766, died 1844.
- Davy, born at Penzance 1778, died 1829.
- Priestley, born at Fieldhead, near Leeds, 1733, died 1804.
- Lavoisier, born at Paris 1743, executed 1794.
- Bacon, born near Ilchester 1214, died 1292.
- Gesner, born at Zurich 1516, died 1565.
- Berthollet, born at Talloire, near Annecy, Savoy, 1748, died 1822.
- Boyle, born at Lismore 1626, died 1691.
- Bell, born in London 1810, died 1859.
- Bentley, born at Hitchin 1821, died 1893.
- Redwood, born at Boverton, Glam., 1806, died 1892.
- Martindale, born near Carlisle 1840, died 1902.
- Liebig, born at Darmstadt 1803, died 1873.
- Æsculapius, the god of medicine, and Hygieia, his daughter, are mythical.

It will surprise American pharmacists to see the names of Martindale, Bell, Bentley and Redwood appear in any list which does not include the names of Procter, Rice, Maisch and Squibb, but the grievance of French pharmacists in the regard of omissions will outweigh any sense of injury the former may feel. Think of the representative (?) character of a list which fails to mention the names of Pelletier, Caventou or Dervault

**A PLEA FOR GREATER ATTENTION TO THE SCIENTIFIC NEEDS OF THE BUSINESS PHARMACIST.<sup>1</sup>**

BY E. H. GANE, PH.C.,

New York, N. Y.

In selecting the subject matter for the annual address to this section I have been influenced mainly by the steadily decreasing interest taken by the great body of pharmacists in the work of our association. While I do not agree with the gentleman who stated at one of the State association meetings that the American Pharmaceutical Association was in danger of dying of dry rot, I do think that to some degree we have, as it were, reached a "parting of the ways," where it becomes necessary for us to pause for the purpose of determining whether this association shall represent only the purely scientific side of pharmacy and rest content with a small membership, or whether it be not possible to combine our scientific work with the commercial applications thereof, so as to secure recognition from the great mass of business pharmacists.

**A WEAK SPOT SOMEWHERE.**

We cannot look back over the past record of this association and of this section in particular without a feeling of pride in its achievements for the advancement of the scientific side of pharmacy. But, while taking pride in its scientific achievements, we must not lose sight of the fact that science is of value to the pharmacist only so far as he can make practical application of it. In other words, we must not forget that pharmacy is not in any sense a pure science. It is not confined merely to knowledge of chemical and botanical substances. It includes the practical applications of nearly all chemical and vegetable substances to medicine and to the arts. It should be one of the greatest of applied sciences, and the pharmacist should occupy as high a position as the physician or the chemist. The fact that he does not shows that somewhere in our organization there is a weak spot. In older countries this lack of recognition was attributed to the fact that universities did not recognize pharmacy as worthy of inclusion in their course of study, but this reason fails us when we consider the numerous departments of pharmacy attached to our own universities.

The appeal has frequently been made for more investigations by pharmacists in pure science. That appeal has not been disregarded. Indeed, the tendency of pharmaceutical investigations of late years has been more and more in that direction, and to some extent this is responsible for the lack of interest displayed by the rank and file of pharmacists. Not that I wish for a moment to disparage such work; investigations in pure science are a necessary part of the work of this section. But side by side with investigations in pure science we need to give more attention to the problems confronting the practical pharmacist which require for their solution the aid of our scientific investigators. What hope is there of securing due recognition of the applied science of pharmacy when the perhaps more fascinating field of pure science attracts most of our most capable workers?

**THE SCIENTIFIC CHARIOT IS BEING DRIVEN TOO FAST.**

We are tending too much toward the ultrascientific in the work of this section, thus creating a wide gap between the great body of pharmacists and the few to whom they should look for guidance and assistance. We are going ahead too fast for the business pharmacist and assuming too much interest on his part in scientific studies to the neglect of the latest advances in galenical pharmacy.

The new Pharmacopœia strikingly illustrates the truth of these statements. Its chemistry, its botany, its pharmacology show that the revisers have closely studied the latest advances in those sciences, so that little exception can be taken to that portion of the work, but it does not reflect progress in galenical pharmacy. It even exhibits a tendency to follow a section of the medical profession in taking part of its pharmacy from the advertising publications of certain proprietary remedy

manufacturers. It may be argued that this is only a reflection of existing conditions in pharmacy, but even so the wisdom of giving it official sanction is doubtful in these days of exactitude in science. The inevitable tendency will be to concentrate the whole of the scientific part of pharmacy in the hands of the manufacturers, thus diverting the interest of pharmacists from pharmaceutical research.

**WHAT AMERICAN PHARMACY NEEDS TO-DAY**

is a revival of interest in strictly pharmaceutical problems. True, we have a section devoted to practical pharmacy, but the average pharmacist lacks the necessary time and training to pursue scientific problems to a satisfactory conclusion. This work can only be performed properly by those interested in the work of this section. There are many problems awaiting solution which this section could consider without in any way compromising the dignity which rightly surrounds it. A glance at the literature of pharmacy during the last few years shows that progress in pharmacy is practically at a standstill in this country. The era of proprietary specializing may have something to do with this state of affairs, but it is undoubtedly aided by the preference of investigators for the field of pure science. And yet, even in connection with the commonest of pharmaceutical preparations, there is much research of a scientific character needed. Under existing conditions the ultimate benefit from such researches will go to the manufacturer and not to the pharmacist, but there is still enough pharmaceutical research left and enough in the latest developments of the science and art of healing to prevent the pharmacist from becoming a mere dealer in manufactured specialties.

**A REMEDY SUGGESTED.**

It is to this section that the pharmacist looks for relief. We need to adopt a more aggressive attitude in dealing with pharmaceutical problems. We have been too prone to bow before the chemist on the one hand and the physician and the surgeon on the other, and to be kicked by both. The pharmacist should lead in knowledge of drugs, their behavior and the best methods of presentation. It should be his part to make practical applications of the results of scientific research, to aid in replacing crude drugs by definite principles, and to urge the abandonment of unscientific and inert products. Individually he can do little, but definite action by this association in co-operation with the American Medical Association should do much to restore his prestige. The suggestion made some years ago by the special Committee on Research to the effect that this association co-operate with the American Medical Association received no attention; hence we have the appointment by the latter body of a Council on Pharmacy and Chemistry, which is a distinct reflection upon the work of this section. The fact that most of the members of the new council are leading members of this association shows that we have not been alive to our opportunities. It would seem that work of the kind initiated by the American Medical Association should at least have been done after consultation with this section, if not in direct conjunction with it. The present agitation affords us an opportunity to get in closer touch with the American Medical Association. Unless guided aright the latter body may do much harm to the cause of pharmacy, and this section should take steps even at this late date to co-operate with the American Medical Association in any investigations the latter may undertake which are of direct pharmaceutical interest. As experts in the science and art of pharmacy we should be quick to prevent or to resent the usurpation of our functions either by the medical profession or the chemist. As above indicated, progress will be slow if left to individual workers. We need to follow the tendency of the times and co-operate in our work. Many scientific bodies to-day adopt the plan of holding symposia on given subjects from time to time. This idea has many advantages. If adopted by us it would systematize to a large extent the work of this section, render it more interesting to the business pharmacist, because more definite results are thus obtained, and it would in particular aid the revisers of future editions of the United States Pharmacopœia. It would not, moreover, interfere with the

<sup>1</sup> Address of the chairman of the Scientific Section of the A. Ph. A. at Atlantic City, September 6, 1905.

work of individuals, and its good results have already been exhibited in the reports of the Special Committee on Indicators and the co-operative work on opium assays.

The by-laws of the association instruct the officers of this section to prepare a list of suitable subjects for investigation. This instruction has been more honored in the breach than in the observance thereof, because each worker has been free to follow the line of investigation in which he is especially interested, and this frequently has been of little direct pharmaceutical interest. With the adoption of the co-operative idea it would be possible either for the officers of this section or for a special committee not only to prepare a list of practical subjects for discussion, but to select the investigators best fitted to carry out the work. It should not be difficult to select some subjects which would induce business pharmacists to interest themselves in the work.

#### SCIENTIFIC SIDE LINES FALLING INTO OTHER HANDS.

Perhaps the greatest advance of recent years has been the application of physical methods to chemical research. It is a branch of chemistry which has already produced brilliant results, and it is a side which is bound to develop more and more every year. It would seem that more attention should be paid to physical problems, not only in our schools of pharmacy, but in the contributions offered to this section. Already certain discoveries in physical science are being applied to medical purposes, and here and there a pharmacist has been quick enough to see the business possibilities therein, but it should be the duty of the leaders in this section to point out to their *confrères* the application of these discoveries to pharmacy. One by one what I may call the legitimate scientific side lines of pharmacy have passed into other hands through lack of proper information from sources that should guide the business pharmacist.

But by far the most important work confronting us in the immediate future is the question of food and drug adulteration. The vicious attacks of certain proprietary medicine interests through the daily press and the outcry on the part of ill-informed pure food and drug fanatics are to some extent undermining public confidence in the pharmacist. Among the fundamental objects for which this association was founded was to secure purity in drugs and chemicals, to suppress empiricism and to confine the sale of medicines to regularly qualified apothecaries. Of late years little has been done in this direction until the appointment at the St. Louis meeting of the Special Committee on Drug Adulterations. This committee has been continued from year to year by the chairman of this section, but without regular authorization. The results which have been already reported would seem to warrant its continuance as a standing committee of this section. If the work be continued upon the lines inaugurated by Professor Patch it can be made one of the most powerful influences for the good of the association, the benefit of the retail pharmacist and the general public. It is the commencement of the first systematic attempt to determine to what extent adulteration of drugs and chemicals is practiced, and it is gratifying to note that some of the State associations are doing similar work.

The widespread agitation regarding adulterated drugs is to some extent manufactured either for personal or political ends. That adulteration exists we know, but to what extent we do not know, nor do those who are engaged in fostering the agitation, but it is a serious menace to pharmacy in that it represents an organized attempt to take away from pharmacists the control of pharmaceutical products. Such an attempt should be resisted by every means in our power.

#### DANGER FROM OFFICIAL CHEMISTS.

In an effort to find out what knowledge is possessed by those State officials and chemists who aid in fomenting the question a letter was addressed to the principal officials of those States which have commissions devoted to food and drug examination asking whether any systematic effort had been made to ascertain to what extent adulteration of drugs was practiced. The further question was asked by what standards the purity of

drugs and chemicals was determined. The replies show that in only two or three States has any attempt been made to ascertain facts. Most of the officials state frankly that no work has been done, in some cases from lack of appropriations, in others because they have no direct power, and in some because food work takes up all the time of the chemists. It is instructive to note that many of them express the hope of obtaining legislation and appropriations in the near future. Some vaguely state that there is no doubt that adulteration of drugs is practiced to a considerable extent. The replies to the question of standards show that the United States Pharmacopœia is taken as the standard for drugs mentioned therein, but in other cases the standards are arbitrarily fixed by the officials themselves. It is obvious, therefore, that we must be on the alert to avert danger from this source. Already, in spite of warnings, control of drugs and pharmaceutical products has, in at least one State, passed out of the hands of pharmacists. This is largely due to lack of systematic work on our part. We have already pledged the support of this association to the Bureau of Chemistry in the work they are undertaking, and this support should be material and not merely consist of abstract resolutions. At present we are leaving to chemists, State and Federal officials, work that should be done by ourselves, and we are allowing positions that could and should be filled by pharmacists to be filled by graduates from technical schools and universities, who formulate what have been called "arm-chair standards," and who indulge in "yellow chemistry." The fixing of standards of purity properly belongs to this section and should form part of our work, either through a special committee or through the Committee on the Drug Market. It should not be left to the pure chemist, for the latter lacks the practical pharmaceutical knowledge and commercial experience which is necessary for the proper formulation of standards.

#### A QUESTION OF DIRECT INTEREST.

One of the questions directly of interest to the drug trade is that of the use of antiseptics or preservatives and coloring matters in foods and drugs. Manufacturers on the one side and chemists on the other are fiercely debating the subject, and we are apparently patiently awaiting the result. Is not this a matter in which our particular expert knowledge should be of service? Is it not distinctly a pharmaceutical and medical question? We might well appoint a committee first, to determine whether such adventitious aids are necessary to the proper preservation of foods and drugs, and later, if an affirmative answer be given, to confer with a similar committee of the American Medical Association to determine what coloring matters and preservatives may be classed as harmless and in what proportion they may be used to secure the desired result without detriment to the public health. This would give us additional opportunity to get in close touch with the leaders in medicine. It is a subject that should not be left to State and Federal officials to determine arbitrarily.

#### THE SECTION AS A SOURCE OF EXPERT ADVICE ON SCIENTIFIC SUBJECTS.

The agitation by this association of the "coal-tar creosote" question has already borne good results in stopping the sale thereof except under proper precautions. More speedy results would have been obtained had definite action followed the passage of resolutions. Action should be taken by us against the increasing use of wood alcohol in pharmaceutical and household preparations. Recent researches seem to show that methyl alcohol even in its purest form is a dangerous drug when taken internally. The American Medical Association passed a resolution condemning its use, and this section, through the Committee on the Drug Market, should take steps to prevent the sale of the article except under proper precautions. True, we have no legal powers, but the influence of this body is powerful enough if properly exercised to induce at least the majority of manufacturers to follow our advice. Continued action of this kind would ultimately lead the trade to look to this section for expert advice on scientific questions.

The American Chemical Society is giving considerable study

to the question of purity in chemicals used for analytical and research work, and will attempt to formulate standards of purity and later to authorize a series of labels by which manufacturers may designate their products, according to the degree of purity and freedom from particular impurities. Is it not equally incumbent upon this association to formulate standards of purity for unofficial chemicals and drugs used in medicine and for household purposes, not only for the protection of the public, but to protect the pharmacist against unjustifiable prosecution under pure food and drug laws. The Committee on the Drug Market has already started this work consequent upon prosecutions instituted by the Massachusetts State officials for selling unofficial products which did not conform to their arbitrary standards. Unless we take a more active interest in questions of this kind, about the only work of scientific import of direct pharmaceutical interest left for us to do will be to furnish aid in the revision of future editions of the *Pharmacopœia*.

#### THE DUTY OF THE PHARMACIST.

The powers of the Committee on the Drug Market should be enlarged, and while keeping a watchful eye to detect variations from established standards of purity in drugs and chemicals, its work might well be extended to prevent the sale of many of the utterly fraudulent products offered to the general public to-day. We secure special privileges on the sole ground that the public needs protection from inexperienced dealers. Is it not, therefore, part of our duty to protect the public from the impositions of those who seek to exploit fraudulently the latest achievements in medicine or science? The legal part may be left to the properly constituted authorities, but the exposure of such is properly part of our work. It should not be left, as it mainly is, to newspaper and magazine editors in search of sensations. The scientific portion of the work belongs to this section, the rest would form part of the work of our newly established Committee on Publicity. By agitation of this kind we do not compromise our dignity to any degree, but we do show that the pharmacist is a person who has as definite a sphere of action as the physician or the chemist. We should seek not to pose as scientists in the strict sense of the term, but as experts in everything pertaining to drugs and medicines. More we do not need as pharmacists, by less we would fail to do our whole duty to the public.

By establishing our position in this way, we should be in a position to aid the agitation, already started in some quarters, for representation upon our State Boards of Health and upon food and dairy commissions, and, incidentally, aid in the control of the proprietary medicine business, which is recognized as one of the worst evils confronting pharmacy. Pharmacists have in this country opportunities presented which pharmacists of no other country possess, and we have only ourselves to blame if we fail to grasp at least some of them.

Conditions in pharmacy at present warrant some departure from past customs. Some of the suggestions made in this address will doubtless appear to many rather iconoclastic. They are not made with any idea of getting the section to take definite action thereon immediately, but in the hope of creating discussion and arousing the interest of pharmacists generally in the affairs of this association.

#### RESULTS OF A QUESTIONNAIRE ON PHARMACEUTICAL EDUCATION.

In order to acquaint himself with the sentiment of pharmacists regarding some features of pharmaceutical education which have been subjects of controversy, President Edmund J. James, of the University of Illinois, recently addressed a questionnaire to the pharmacists of Illinois and of the neighboring States. To the present time 466 replies to this questionnaire have been received, including a number of interesting letters from pharmacists who desired to express their views at greater length. These replies have been collated and the following report on them was submitted at the annual meeting of the Illinois Pharmaceutical Association, held at Chicago, August 22-24, 1905:

Of the pharmacists who took sufficient interest to fill out the answers, and in passing it may be remarked that these represent the best element of the profession in this part of the country, only about 234, about one-half of the total number who replied, reported having young men in their employ who are preparing for the profession of pharmacy. May not this be one reason why qualified clerks are so difficult to find and why the attendance at our schools of pharmacy remains stationary instead of increasing as it should?

Regarding the best method of preparing for the profession, by far the greater number of correspondents advise one or more years in a drug store, followed by a course in a school of pharmacy. About 10 per cent. would advise the student to enter the school first and get the store experience afterward.

In reply to a question concerning the kind of a school preferred, 298 would give preference to a university school, 17 to an independent school and 122 considered this immaterial. The point made by many was that a university school, other things being equal, is likely to be the best equipped. Two hundred and fifty-three pharmacists would advise the student to go to a large city to school, 59 preferred a smaller city, and 105 thought this feature immaterial. The reason assigned for preference for the city was usually that the practice of pharmacy reaches a higher development in the cities and that the schools located there are likely to be larger and better equipped.

The majority of those who replied approved of the student giving his entire time to the school work while attending school, if possible for him to do so. About 25 per cent. deemed it desirable to work in a drug store while attending school for the sake of the additional experience thus obtained.

In reply to the question, "What preliminary education do you advise a young man to have before taking up the study and practice of pharmacy?" a large majority, 278, would advise the completion of a high school course; 62 would suggest some high school work, and 63 would consider a grammar school education to be a sufficient preliminary preparation.

Among the subjects mentioned as being of the greatest importance in a pharmaceutical curriculum, chemistry occurs most frequently, while pharmacy, materia medica, botany, pharmacognosy, toxicology, microscopy and physiology follow in the order given. Physics, business methods, arithmetic and bacteriology are mentioned by a few.

In discussing the length of the course that schools of pharmacy should require, over half of the pharmacists favor a two-year course, 80 would prefer a three-year course and 22 deem four years not too much. Only 27 think a one-year course sufficient.

Higher entrance requirements seem to meet the views of the majority; 188 would require a high school diploma for entrance to a school of pharmacy, 61 desired one or two years of high school work as a requirement, while 100 would insist on only a common school education through eighth grade as necessary.

In Illinois the question of whether the State pharmacy law should accept the time spent at a school of pharmacy as equivalent to the same amount of time spent in the store, in meeting the requirement of four years of drug store experience, has been frequently discussed. Of the entire number of pharmacists who replied, 466, only 45 were opposed to counting the time spent at college as experience. The great majority were in favor of allowing two years for the time spent at school and of requiring two years in the store to complete the four-year period now required.

**Caution in Using Carbolic Acid Dressings.**—Druggists should use great caution about applying or recommending the use of solutions of carbolic acid in dressings for fingers. Every once in a while reports appear of gangrene (tissue death) of fingers or toes occurring after the use of carbolic acid dressings, even in weak solution. Carbolic acid has a mortifying effect on the tissues, especially when the dressings which are saturated with it are kept on the finger for any length of time. A series of cases recently reported are collected in *Répertoire de pharmacie* for July 10.



## A PRESCRIPTION IN JAPANESE.

## How the Japanese Prescribe.

A pharmacist in Abbazzia has contributed to the *Pharmazeutische Post* the original of a Japanese prescription, together with a translation and explanation, which we in turn translate from our German contemporary, as follows:

On account of the extraordinary interest attached just now to everything that pertains to Japan, it seems timely to tell of the mode of writing prescriptions in that country. I happen to have, here in Abbazzia, a friend—G. Molya, LL.D., of the Imperial Ministry of Education in Tokyo—who had a prescription written for him in Japanese. To him I am indebted for the detailed explanation of this prescription which I give below. This prescription was made up by Mr. Kondo, a pharmacist, whose name appears in Latin characters at the top of the prescription form. The latter is unique in appearance.

The translation of each line is indicated in the cut by letters, but it should be remembered that the lines do not run horizontally as in our own writing, but vertically. To read the prescription begin at the right upper corner and end at the left lower:

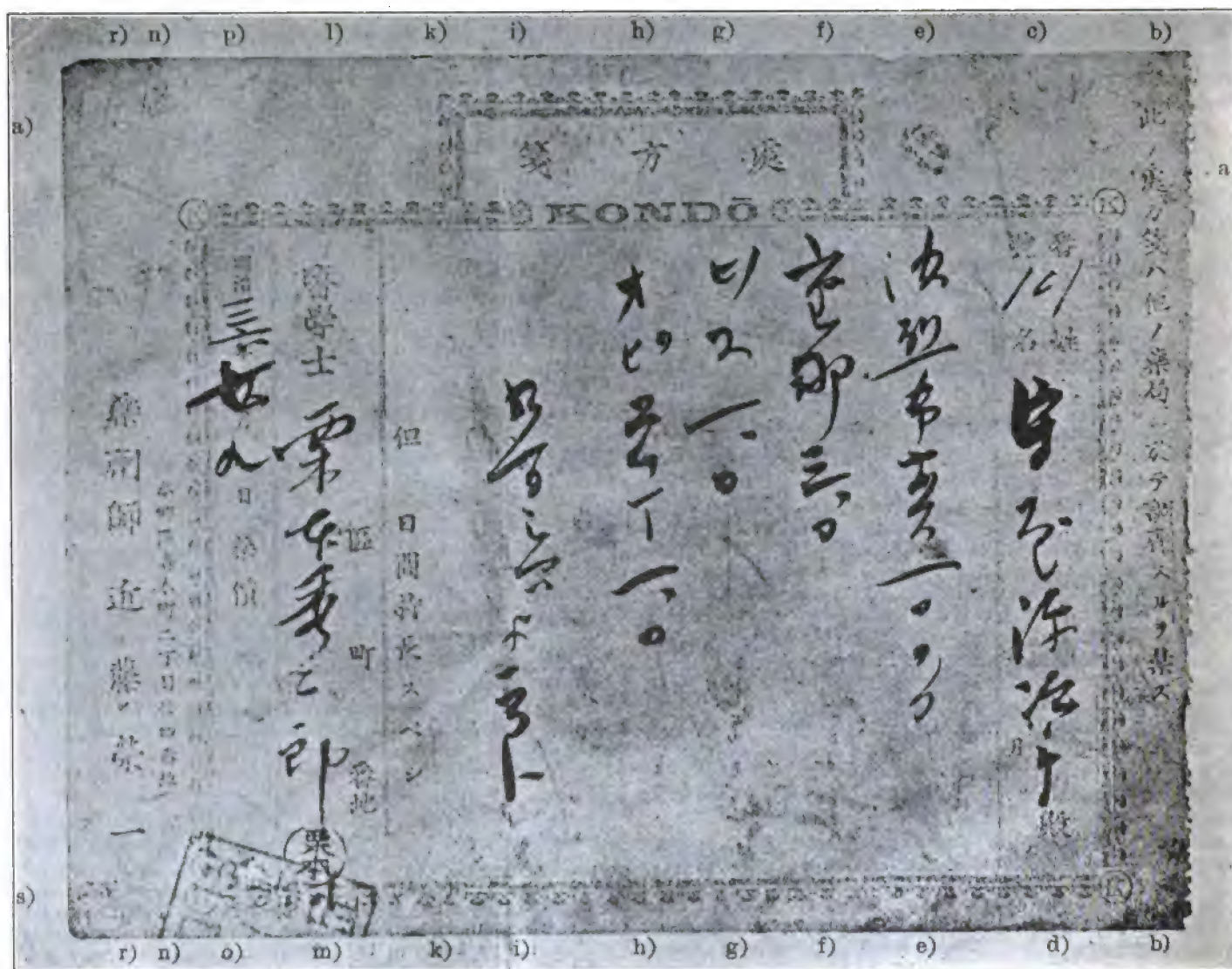
## EXPLANATION OF THE CHARACTERS.

- (a) Prescription (above).
- (b) This prescription is dispensed only in this pharmacy (right side).
- (c) First and last name of patient.
- (d) Dr. Molya.
- (e) Alcal. mur. peruv., 1.00 (*sic*).
- (f) Sodii bicarb., 3.00.
- (g) Bism. subnit., 1.00.
- (h) Opil pulv., 1.00.
- (i) Three powders daily. (The number of powders to be dispensed is not given, but probably had been agreed upon previously with the physician.)
- (k) These powders are to be taken for so many days. (The number of days not stated.)
- (l) Name of prescribing physician (Dr. M. H. Kurimoto). Prescriptions in Japan are written by a scribe. The physician merely affixes his stamp.
- (m) Stamp of physician (round).
- (n) Address of pharmacy; 24 Harnki street, II, Hongo district.
- (o) Price.
- (p) Date: June 9, '36 (year after the ascension of the present Emperor).
- (r) Kondo pharmacy.
- (s) Stamp of the pharmacy (square).

Prescription blanks are furnished in Tokyo by the various pharmacists to certain physicians, who then send their patients to these shops exclusively, a fact noted on the prescription in such cases.

I believe that few pharmacists have ever seen a Japanese prescription, and for that reason the profession generally will be interested in the accompanying cut, which I take pleasure in transmitting to the editor for reproduction. I vouch for the authenticity of the prescription.

ABBAZZIA, June 27, 1905.



A Japanese Prescription.



## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**Preparation of Zinc Ointment with Balsam of Peru.**—A writer in *Pharmazeutische Zeitung*, 1905, page 317, recommends the addition of 1 or 2 Gm. of castor oil to the zinc ointment for the purpose of bringing about a more smooth incorporation of the balsam of Peru.

**The Enzyme of Vanilla in Poisoning with Vanilla Cream.**—Morpurgo (*Giornale di farmacia di Trieste*, 1905, page 129), in speaking of poisoning with vanilla cream, says that the poisonous properties of this cream may be due to a decomposition of the albumen of the eggs used in making the cream. According to Dragendorff, however, it is an imperfectly fermented vanilla that causes this poisoning. To obviate it vanilla should be macerated in alcohol and mixed with sugar to form a powder which can be used for flavoring. In this way the injurious action of the enzyme of vanilla can be avoided.

**How to Distinguish Ferric from Ferrous Salts.**—Blum (*Bull. de la soc. chimique de Paris*, July, 1905) suggests the employment of the following test to determine qualitatively the presence of ferrous or ferric salts when both are present. The brown color which develops when ferrous sulphate comes in contact with nitric acid in a concentrated solution of sulphuric acid may be utilized for detecting one of the two groups of iron compounds. Thus in order to detect a ferrous salt in the presence of a ferric salt one adds to the sulphuric solution (concentrated), which should be free from chlorine, a large crystal of potassium nitrate. Upon this there will appear distinctly reddish-brown striations which are characteristic of ferrous salts.

**Phenolphthalein as a Reagent for Hydrocyanic Acid.**—A rapid test for hydrocyanic acid is furnished by phenolphthalein, according to a writer in *Journal de pharmacie d'Anvers* (quoted in *L'Union pharmaceutique*, July 10, 1905). The reagent used is what is known as "phenolphthalin," prepared by boiling phenolphthalein in an alkaline solution with zinc. The resultant substance is very sensitive to hydrocyanic acid. If a few drops of the alkaline solution of "phenolphthalin" be added to the solution of hydrocyanic acid to be tested, and if a small amount (1 part in 2,000) of copper sulphate be added, a red color will develop. This color is noticeable with a dilution of 1 part to 500 of cherry laurel water. The reaction must be performed in the cold, for the alkaline solution "phenolphthalin" is also colored red under the influence of heat.

**Mercuric Zinc Cyanide.**—This is used considerably as an antiseptic in surgical dressings, but some doubt exists as to the chemical compound formed in its preparation. Dunstan believes that tetrazincmonomercuric decacyanide, mixed with more or less zinc cyanide, but D. B. Dott does not think his experiments very convincing. His conclusions are that any number of salts may exist in theory, but there is no evidence that the tetrazincmonomercuric salt has ever been prepared or that a combination approaching closely to that composition is readily formed. The evidence suggests that the substance in question should be called simply zinc and mercury cyanide. It might be convenient to fix a definite proportion of mercuric cyanide—say, 20 per cent.—but that would be quite an arbitrary matter. The precipitate has no fixed or definite composition.

**Detection of Formaldehyde in Milk and the Action of Milk upon Schiff's Reagent.**—Schiff's reaction for formaldehyde in milk must be carried out upon the distillate from the milk, as milk itself even after boiling has the power of restoring the red color to a solution of fuchsin decolorized by sodium sulphite; this power is, however, destroyed by the addition of acid. In view of this circumstance the following test for small quantities

of formaldehyde is recommended by E. Seligman: To 5 Cc. each of pure milk and of the suspected samples add two to three drops of diluted sulphuric acid and then 1 Cc. of fuchsin solution which has been decolorized by sodium sulphite; if formaldehyde is present a reddish violet color is developed in one to two minutes, though it may take a good deal longer if the amount of formaldehyde is very small.—(*Zett. f. Hygiene*, 1905, 49, 325-328).

**Iodomercurates of the Amines.**—Maurice François (*Journal de pharmacie et de chimie*, August 1, 1905) describes the iodomercurates as double salts formed by the combination of metallic iodides or of organic bases with mercuric iodide. These salts are called iodomercurates because they are considered as salts of various iodomercuric acids with the general formula of  $(HI)_n(HgI^2)_m$ . These salts are of interest to pharmacists because they precipitate when Valser's reagent is allowed to act on solutions of alkaloidal salts. Until recently the iodomercurates of the amines had not been prepared, but the present author succeeded in making three of these compounds, with monomethylamine. These compounds are formed, like the iodomercurates of the alkaloidal salts, when a solution of neutral or better of slightly acid amines is acted upon by a concentrated solution of mercuric iodide. A better way, however, is to allow the iodohydrate of the base, with as little water as possible, to act upon the solid mercuric iodide. These compounds crystallize with facility and usually dissolve in their mother liquor when heated to 30 or 50 degrees C. Most of the iodomercurates are yellow in color, and all of them are decomposed by water into insoluble red mercuric iodide, and into a soluble iodohydrate of the amine. They are usually soluble without decomposition in absolute alcohol, ether and acetic acid. The iodomercurates should not be confounded with other compounds derived from a union of the mercurial reagent with a free base.

**Quinine Formate.**—Lacroix (*Journal de pharmacie et de chimie*, August 1, 1905) found that no one had studied the combinations of quinine with formic acid. Quinine formate is mentioned only in Chastaing's article in *Encyclopedie Chimique*, where the statement occurs that the "crystals are very soluble in water and resemble those of quinine sulphate." Lacroix, therefore, offers further data on this subject. Formic acid has the least molecular weight of all the mineral or organic acids, and therefore it may be surmised theoretically that the combinations of this acid with quinine would give rise to salts that are the richest in alkaloidal contents. This was found to be so on practical experiments. Inasmuch as quinine is a diamine and formic acid a monovalent, two compounds of quinine with this acid may occur: (1) A neutral quinine formate having the formula  $C_{20}H_{24}N_2O_2(CO_2H)_2$ , and formed by a combination of one molecule of quinine and two molecules of formic acid, and (2) A basic formate corresponding to the formula  $C_{20}H_{24}N_2O_2CO_2H$ , which results from the combination of equal molecules of both substances.

Neutral quinine formate, therefore, is obtained by dissolving a small amount of pure quinine in two parts of formic acid. It occurs in long crystalline needles, white, shiny and soluble in cold water. It contains 77.88 per cent. of quinine and is an unstable salt. The basic formate is prepared by saturating with the exact amount necessary of formic acid a given amount of quinine heated in water to 50 degrees C. Quinine formate crystallizes from this solution in beautiful white needles which form silky masses. When heated to a red heat on a platinum foil it burns and gives off empyreumatic vapors. It is less bitter than the sulphate. It has all the properties of an ideal quinine salt. It is soluble, stable and forms neutral solutions in water.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Hypnotic Drugs.**—A. W. S. writes: "I wish to ascertain whether there is another drug on the market besides chloral which will act instantaneously or within a short time to put a person to sleep without subsequent injury. Chloral is the only substance known to me and I have had a controversy with a fellow druggist on the subject which I would like to settle."

A great many drugs might be mentioned which would act as quickly and as safely as chloral and our correspondent is advised to read up on the literature of hypnotic drugs. Without referring to books we should name chloretone, paraldehyde, veronal, trional and hypnone. Perhaps the most powerful hypnotic, acting instantaneously when given by hypodermic injection, is the amorphous hyoscyamine sulphate, which is administered in doses of one-tenth grain to insane patients.

**Lotion for Mange and Ringworm on Dogs.**—H. writes: "Would you kindly give me the proper proportions and best dip to be used in 40 gallons of water for the cure of mange, scratches and ringworm on dogs, and the killing of fleas and lice on the animals?"

It would seem to us that this correspondent has confounded dog remedies with sheep dips, as dogs are seldom treated by dipping them. Mange in dogs is commonly treated by the application of a sulphurated tarry oil, compounded of ingredients represented in the following formula, which is that used by the Westminster Kennel Club, of New York:

|                         |        |
|-------------------------|--------|
| Whale oil.....          | oz. 16 |
| Flowers of sulphur..... | oz. 1  |
| Tar oil.....            | oz. 2  |
| Crude petroleum.....    | oz. 1  |

Shake well and rub in thoroughly once a day.

One of the chief difficulties encountered in the treatment of dogs affected with mange is to prevent the dog licking off the medicament. If the genuine whale oil, crude petroleum and tar oil are used the animal will not be likely to take a second lick.

The following lotions have been recommended:—

### I.

|                 |           |
|-----------------|-----------|
| Boric acid..... | grains 30 |
| Glycerin.....   | drachms 2 |
| Water to.....   | fl. oz. 4 |

Mix. The lotion to be used once or twice a day.

### II.

|                           |           |
|---------------------------|-----------|
| Glycerin.....             | drachms 2 |
| Zinc oxide.....           | drachms 2 |
| Precipitated sulphur..... | drachm 1  |
| Rose water.....           | fl. oz. 4 |

Shake the bottle and use once a day.

### III.

|                        |           |
|------------------------|-----------|
| Benzine.....           | fl. oz. 7 |
| Oil of cade.....       | fl. oz. 2 |
| Coal tar.....          | fl. oz. 2 |
| Green soap.....        | fl. oz. 2 |
| Oil of turpentine..... | fl. oz. 2 |

Rub the soap and tar together, add the oil of cade and then incorporate the other ingredients. Rub this in once daily.

### IV.

|                          |              |
|--------------------------|--------------|
| Sulphurated potassa..... | grains 50    |
| Creosote.....            | fl. drachm ¼ |
| Pine tar.....            | grains 90    |
| Cocoonut oil.....        | fl. oz. 2    |

Cleanse the parts with soft or green soap, wash off well, dry, and apply.

### V.

|                    |               |
|--------------------|---------------|
| Sperm oil.....     | fl. oz. 7     |
| Kerosene.....      | fl. oz. 7     |
| Carbolic acid..... | fl. drachms 3 |
| Pine tar.....      | av. oz. 1     |
| Sulphur.....       | av. oz. 1     |

Apply once daily.

**To Remove Warts.**—J. M. W. asks us to publish a cure for warts comprising both internal and external treatment.

Different remedies seem to exercise different effects on different persons. Where the application of a drop of castor oil at bedtime has proved effective in the removal of warts from some persons, this treatment has failed with others. The ordinary corn paint, consisting of a solution of salicylic acid in collodion, has little or no effect on warts, and the most effective application seems to be glacial acetic acid, applied morning, noon and night, either with a toothpick or a camel's hair pencil. The treatment must be continued several weeks and be accompanied by internal medication. Magnesium sulphate in some form is considered the most beneficial. Any of the bitter waters, such as Hunyadi Janos, in small doses every morning before breakfast may be employed, or plain Epsom salts in amounts not to exceed what can be lifted on a dime may be taken in a glassful of water.

**Nail Polishes.**—F. S. asks us for formulas for nail polishers in powder form and we comply with the following:

### I.

|                 |         |
|-----------------|---------|
| Tin oxide.....  | Gm. 30  |
| Carmine.....    | Gm. 0.9 |
| Rose oil.....   | gtt. 6  |
| Neroli oil..... | gtt. 5  |

### II.

|                       |          |
|-----------------------|----------|
| Cinnabar.....         | Gm. 3.75 |
| Infusorial earth..... | Gm. 30   |

### III.

|                          |        |
|--------------------------|--------|
| Putty powder (fine)..... | 3lv    |
| Carmine.....             | gr. 1½ |
| Oil rose.....            | gtt. 1 |

### IV.

|                   |            |
|-------------------|------------|
| Tin peroxide..... | 5vi        |
| Tragacanth.....   | gr. vi     |
| Glycerin.....     | gtt. 1v    |
| Rose water.....   | sufficient |

### V.

|                       |          |
|-----------------------|----------|
| Tin oxide (fine)..... | 5vii½    |
| Carmine.....          | gr. xxxv |
| Oil bergamot.....     | gr. xx   |
| Oil lavender.....     | gr. xx   |

After the use of any one of the above preparations the following mixture is to be applied, either by friction with a soft leather or as an enamel with a camel's hair pencil:

|                   |          |
|-------------------|----------|
| Paraffin wax..... | 3i       |
| Chloroform.....   | 3ij      |
| Rose oil.....     | gtt. 1ij |

**Massage Creams.**—G. M., who describes himself as a "new reader," asks for the formula of a massage cream. We should like to respond by citing formulas to be avoided, but will content ourselves with the remark that formulas calling for fats or greases of any kind should not be considered. Some very absurd recipes have made their appearance this year, and the editors of pharmaceutical journals who have helped to circulate these formulas cannot be excused from blame, though they do take refuge in the statement that a medical journal was their authority for the strange compounds which are proposed.

The ideal massage cream is totally absorbed by the skin after the massaging process, no trace of grease or greasy feeling remaining. This ideal can only be obtained when the oily ingredients are thoroughly saponified or by the rejection entirely of greases in any form. The formulas which we print below are believed to approach most nearly to the best combinations. The basis is casein, which, it may be observed, is the principal ingredient of nearly all the successful massage creams.

### I.

|                    |     |
|--------------------|-----|
| Casein, dried..... | 3i  |
| Boric acid.....    | 3ss |

|  |       |
|--|-------|
| Glycerin .....                           | ℥lxxv |
| Water .....                              | ℥i    |
| Carmin solution, N. F., enough to color. |       |

Perfume either with oil of bitter almond or extract of vanilla.

## II.

|                            |       |
|----------------------------|-------|
| Casein, dried.....         | ℥i    |
| Boric acid.....            | gr. v |
| Glycerin .....             | ℥x    |
| Carmin solution, N. F..... | q. s. |
| Oil of bitter almond.....  | q. s. |

## III.

|                       |       |
|-----------------------|-------|
| Casein .....          | ℥ij   |
| Water .....           | ℥viij |
| Liquid ammonia.....   | ℥ss   |
| Glycerin .....        | ℥i    |
| Perfume .....         | q. s. |
| White petrolatum..... | ℥iij  |

Mix together the casein, water and glycerin, stir in the ammonia, warm to dissipate the ammonia, and, when cold, mix with the petrolatum.

**The Active Principles of Viola Odorata.**—Violet leaves have recently been recommended in various quarters as a remedy for cancer, and a leading medical journal recently gave particulars of a case of "an apparent cure of a presumably malignant growth by the use of violet leaves." In order to ascertain if possible the active principle (stated by Mandelin to be a glucoside having the properties and composition of quercitrin) H. Wippell Gadd made some experiments with the leaves of a selected form of *Viola odorata*, and communicated his findings to the British Pharmaceutical Conference. He prepared a solution by boiling the fresh leaves under a reflux condenser with rectified spirit for two hours. The greater portion of the spirit was then removed by distillation and the residue evaporated until a sticky, treacle-like mass was obtained. This was treated with water and the solution diluted so that one fluid part of the finished product should represent one part by weight of the fresh leaves. This solution reduced Fehling's solution and the amount of glucoside present was estimated by collecting the precipitated cuprous oxide, washing with water, alcohol and ether, igniting, and weighing as cupric oxide. The result showed the presence of 1.036 per cent. glucose, equal to 3.7 per cent. glucoside, reckoned as quercitrin. The solution was shaken in a separator with ether, the ether evaporated, the residue treated with hot water and the aqueous solution tested for salicylic acid with a negative result. A more exhaustive examination showed that the leaves only suffer loss of moisture oxidizing at a low temperature. Accordingly 1,000 leaves were dried at 50 degrees C. and the dried and powdered product was shown as a convenient form to keep the leaves. It might thus be administered in cachet, or a fresh infusion made from it or from the glucosidal solution already mentioned. Further experiments made by Mr. Gadd led him to the conclusion that any activity possessed by violet leaves is due either to the glucoside, the products of its decomposition, or a natural ferment associated with it.

**Pepper as a hæmostatic.**—Pégurier (*Répertoire de pharmacie*, July 10, 1905) declares that pepper is an efficient hæmostatic. Everybody knows the blood-coagulating properties of one of the *Piperaceæ*, Matico (*Piper angustifolium*), which the Indians have baptized with the expressive name of "yerba del soldado" (Soldier's herb). Pégurier considers that the hæmostatic properties of matico are due to some special resinous substance or volatile oil, and that the same property might be encountered in other members of this family. Ordinary pepper, as we know, also contains a resinous substance and an essential oil.

Pégurier has found that if a wound is dusted with powdered pepper the blood immediately coagulates, and the wound, if slight in character, immediately closes. Contrary to what may be supposed pepper does not cause any irritation, nor does it produce any burning sensation when dusted on a wound. The author satisfied himself of this by dusting a deep wound with pepper, in the absence of any other hæmostatic. His observation reveals an interesting property of pepper not hitherto suspected and may prove suggestive to others.

## Book Reviews.

**A SYNOPSIS OF THE PRINCIPAL CHANGES IN THE UNITED STATES PHARMACOPOEIA.**—Effected by the Eighth Decennial Revision, 1900, Official from September 1, 1905, Compared with That of 1890, and the British Pharmacopœia, 1898. By W. Harrison Martindale, Ph.D. London: H. K. Lewis, 186 Gower street, W.C., 1905. Pp. vi, 36. Price, 2 shillings.

Issued with commendable promptitude, for the pamphlet reached us almost synchronously with the new Pharmacopœia, this compilation is certain to be of special value to British pharmacists. The changes which have been made in the new Pharmacopœia are indicated and compared with the latest edition of the British Pharmacopœia—that of 1898. The plan followed is to give the important particulars regarding the drugs official in the United States Pharmacopœia and to indicate on the margin the points of difference, if any, in the two Pharmacopœias. Where a drug is official in the United States Pharmacopœia and is not included in the British Pharmacopœia, this is indicated by the words "not official." The essential points of difference can be taken in at a glance, so clear and orderly is the arrangement followed by Dr. Martindale. We should think that Canadian pharmacists, who are often required to make comparisons between the two Pharmacopœias, will find the synopsis of special value, while pharmaceutical journalists will welcome it as a useful manual of reference.

## Refills of Prescriptions Containing Potent Tinctures.

Professor Remington, in replying to an inquiry by B. E. Pritchard regarding what ought to be used in refilling prescriptions containing potent tinctures of 1890 Pharmacopœia strength, says in the *Western Pennsylvania Retail Druggist*:

The question which you have propounded is one which always comes up at each revision of the Pharmacopœia. There is no question about the refilling of prescriptions which have been written before September 1. The tinctures should be of the U. S. P. 1890 strength, for no one has the right to change the strength of a prescription once filled without the physician's orders. Now as to the new prescriptions, some judgment will have to be exercised. If every physician throughout the country were posted there would be no trouble. The new strength should be used, but I understand very well that for a pharmacist to do this without notice to a physician might cause inconvenience and possibly have serious results. The best plan, in my opinion, would be to notify the physician by calling him up on the telephone and asking him if he wants the new strength used. If this cannot be done, and the dose is one which would not result in loss of life, I would use the new strength and notify the doctor that this has been done. Judgment and tact will, of course, have to be used, and you can easily see that in the transition stage there must be some annoying features. Revision of a pharmacopœia is necessary, but it always produces annoyance somewhere when even the slightest change is made in a preparation.

## Gold in Sea Water.

The existence of gold in sea water has been noted from time to time by different authors. The source of the gold is most probably to be attributed to the denudation of auriferous rocks, from which the metal is carried in a very fine state by the rivers down to the sea, where it goes into solution as bromide or iodide. The author's method of extracting this gold (Belgian patent, No. 156,558) is as follows: One ton of sea water is treated with 4 Cc. or 5 Cc. of a concentrated acid solution of stannous chloride, whereby the gold is converted into purple of Cassius. On the addition of half a kilo (gramme) of slaked lime any excess of tin as well as the magnesium salts present in the sea water are precipitated as hydroxides, carrying with them all the purple of Cassius. From these hydroxides the gold may be extracted by means of a half per mil. solution of potassium cyanide and subsequent treatment of the extract with metallic zinc. Sea water from the English Channel and Mediterranean, treated as above, was found to contain no gold; but that from the Atlantic yielded traces of that metal. The author is of opinion that it should be possible to extract gold profitably from sea water containing not less than 32 Mgm. of gold per ton of water.—*Pharmaceutical Journal*, August 26, 1905.



*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.*

### THE ARCHITECTURE OF AN ADVERTISEMENT.

A newspaper advertisement usually consists of the following cardinal points: The catch line, article, description, price, name and address, border, type and white space.

The mission of a catch line in an advertisement is, as its name indicates, to catch the attention of the reader.

A catch line should and must of necessity be short. In addition it must be forcible. It must be so forcible and short that it will catch the reader's flying glance, arrest it, hold it and induce him to read the advertisement.

It should never be sensational or fantastic.

Do not be afraid to give your catch line both time and attention.

The catch line should be displayed. This means that it should be set in larger type than the body of the advertisement.

The article advertised should also be prominently displayed.

The description is a long or short talk about the article, what it is and what it will do. Write your description in plain and simple language. Avoid big words. The reader might not understand some of them. A dictionary might not be handy, and he would not know just what you were talking about—then your advertisement would lose its value. Remember that you talk to a mixed audience through an advertisement. It is far better to write down to the level of the least intelligent and get all than it is to write up to the higher intelligence and lose some.

Keep long and complete sentences out of your advertisements. It is possible that a reader would lose the thread of your thought. In this case also your advertisement might lose its value.

Talk about the thing you are trying to sell and nothing else. Cut out remarks about the weather or politics. Your advertising is eating up a roll of money. It is your business to get the money back. To do it you have got to talk business and make your advertising just as intensive as possible.

And above all things do not forget the price. You will not go into a store and order a suit of clothes that you have seen in the window unless you know the price. Same way with the party that reads your advertisement. He wants to know how much. If you do not tell him he is not likely to stop at the store and ask, unless he wants the thing very badly. And the money of the man who wants a thing only a little will do just as much as the money of the man who wants it a great deal. Get it. Do not let it slip away because the price is not in your advertisement. Display the price in the same way as you display the name of the article.

Then come your name and address. Put in your full name, the street and number and the city. Many merchants seem to think that every one knows all about them. Every one does not. Your advertisement is constantly getting before the eyes of people that have never seen it before. This is a big world and there are a lot of people in it. Unless you give the people your address how are they going to know where to find you? You can hardly expect them to go to very great pains to look you up. This is a labor saving age. Make it easy for them.

When you are writing an advertisement remember that you must make everything plain and apparent to the reader. If you keep this in mind you cannot go wrong.

Another thing about the name. It is not necessary to have it set in poster type. It really is not so important as that. Have it set in the same type that the catch line, article and price appear in. Save the space for the description of the article that you are trying to sell.

Three things should have equal prominence when an advertisement appears—namely, the name of the article, what it costs and where it is sold. Then if the man in front of the advertisement does not read all of it he will see the three important things at least.

See that the printer gives you a good type dress. Any of the following will be both neat and attractive: Jenson, Jenson Italic, De Vinne, Cushing, Caslon old style, Post old style, No. 1 or 2, and Schoeffer. Every printing office in the country can supply any or all of these styles. They are standard and popular types.

The border is the next thing to be considered. A great many advertisers publish their copy without any border. It is, however, far and away better to use one on all occasions. It makes your advertisement distinctive. You put a fence around property you own to show that the property belongs to you and not to the people on either side. A border stands in the same relation to your advertisement that the fence does to your property. It makes it distinctive and shows that it is not a part of the surrounding advertising.

For your borders choose any of these and you will have neatness and effectiveness combined: Caxton, Florentine, Newspaper Nos. 70, 74 and 79, Post Band C, Flame and Laurel.

It is better to set your advertisement in the same style day after day than to make frequent changes in its make up. Its general appearance will become familiar to the reader, and even if he should not read it he will recognize it and know whose it is.

White space is the portion of an advertisement that is not occupied by the copy, and its business is to make the copy stand out from its surroundings by contrast. Leave some white space in your advertisement. It will help to attract attention. Many advertisers in a frenzied desire to get the worth of their money crowd their space so much that it looks like the reading column of the paper and in addition is positively ugly.

We print herewith a specimen advertisement that illustrates the points of this article:

## Are You a Sufferer

from dyspepsia? If you are we have a message of good cheer for you.

We have prepared in our own laboratory after long study and experiment

## Carr's Dyspepsia Cure

We will guarantee it to relieve the most stubborn case immediately and cure it to stay cured.

50 CENTS A BOTTLE.

CARR'S DRUG STORE

1 MAIN STREET, - NORTHVILLE, N. Y.

# American Pharmaceutical Association.

## FIFTY-THIRD ANNUAL MEETING,

Atlantic City, N. J., September 4-9, 1905.

### Foreword.

We devoted considerable space to describing and illustrating the show places of Atlantic City in our last issue. The meeting of the American Pharmaceutical Association, which was held in that city by the sea last week, proved a most enjoyable event, and though the number in attendance was nothing like so large as had been anticipated, it was still sufficiently large to insure the success of the meeting. The courtesy of the proprietors of the Hotel Islesworth in furnishing a room for the exhibition without charge rendered it possible for the chairman of the Committee on Exhibits to turn over to the association a very substantial fund as the proceeds of the fees charged exhibitors. The room in which the meetings were held, however, the Sun Parlor of the Islesworth, was open to the serious objection that noises in the adjacent corridors were frequently so great as to materially detract from the interest in the sessions. The entertainment provided by the committee was not so elaborate as it has sometimes been in the larger cities, but this was for the majority a welcome change. The work of the association has grown so great of late years that a week is well filled by it alone, and too ambitious local committeemen have occasionally taxed the endurance of the visiting members almost to the breaking point, with the result that the sessions have been neglected rather than that the entertainment provided should be apparently unappreciated.

The exhibits, which are described at some length on other pages, were, many of them, of exceptional interest to the members, and it is to be sincerely hoped that the exhibitors will find themselves amply repaid for the expense which they have necessarily incurred. The detailed proceedings follow:

### FIRST GENERAL SESSION.

#### Opening of the Meeting.

#### Monday Afternoon.

An almost incessant rain, lasting from the Saturday morning before the meeting until after the first session, cast somewhat of a gloom over the opening of the fifty-third annual meeting of the American Pharmaceutical Association, which occurred in the sun parlor of the Hotel Islesworth, at Atlantic City, N. J., at 3.25 p.m. on Monday, September 4.

On calling the convention to order the president of the association, James H. Beal, of Scio, Ohio, introduced the Mayor of Atlantic City, T. P. Stoey, who presented to the president a huge silver key to the city, to be used as a gavel and as assurance that the city and all it had were freely open to the members for their pleasure and entertainment.

H. H. Deahgue, president of the Retail Druggists' Association of Atlantic City, welcomed the visitors on behalf of the local druggists.

W. C. Alpers, former president of the New Jersey Pharmaceutical Association, spoke for that association. In the course of his remarks he said that the spirit of energy which dominated the American was the spirit which would make this meeting most delightful and most profitable in results. Mr. Alpers said that he had recently returned from an extended European tour, which he had enjoyed exceedingly. He had seen their monuments and their palaces and been entertained in a most delightful manner by royalty itself, but when, returning, he had seen the Stars and Stripes his heart had swelled with joy to think that he was returning from the land of the past to the land of the future; from the land where the accomplishments of the past were pointed out to a land where the promises of the future are the subject of pride.

Replies were made to the addresses of welcome by Dr. George F. Payne, of Atlanta; Leo Ellet, of South Bend, Ind., and Henry P. Hynson, of Baltimore.



The President and President-Elect, with Officers of Committees and Members of the Council.



Letters of regret for inability to accept invitations to attend the meeting of the association were presented from the presidents of the National Association of Retail Druggists, the National Wholesale Druggists' Association and the Proprietary Association. The secretary read communications from the chiefs of the medical departments of the Army, the Navy and the U. S. Public Health and Marine Hospital Service and from the Department of Agriculture announcing the appointment of delegates to the association.

N. H. Martin, of Newcastle-on-Tyne, a former president of the British Pharmaceutical Conference, was called upon by the president to speak for British pharmacy. He said that the president had really been out of order in calling upon him, for he was no outsider, but a regular member of the American Pharmaceutical Association of twenty years' standing who regretted that circumstances had prevented his more regular attendance. He felt his shortcomings, coming as he did from the land of a dead past, referred to by Mr. Alpers, but he pleaded in defence of himself as an individual that he had at least shown a desire to profit by American enterprise—in so far as a member of a moribund race could do so—by maintaining his membership in



Joseph L. Lemberger, Lebanon, Pa.

President-Elect of the American Pharmaceutical Association.

The newly elected president of the American Pharmaceutical Association was born at Myerstown, some seven miles from Lebanon, Pa., where he has since carried out his life work in pharmacy. After obtaining a common school education he had one and a half year's experience in a country store, and then went to Philadelphia, where he was regularly apprenticed for six years and seventeen days to Dr. J. P. Fidler, at Second and Beaver streets. He graduated in 1854, before attaining his majority. After graduation he spent a year in Richmond, Va., as a prescription clerk, and after this went into business in Lebanon on his own account in 1857. At the outbreak of the Civil War he volunteered when the first call for troops was issued, and on expiration of his term of enlistment re-enlisted. He served as a hospital steward in an emergency regiment at the battles of Antietam and Gettysburg, being captured at Gettysburg and paroled. At the close of the war he returned to his store in Lebanon, which he has continued to conduct since that time under his own name, taking in as a partner a few years ago H. E. Gleim, who had served as an apprentice under him. The business is now conducted under the firm name of Lemberger & Co. Mr. Lemberger has been active in the affairs of the Philadelphia College of Pharmacy for many years, having been a trustee for the past fifteen or twenty years. He assisted in the organization of the Pennsylvania Pharmaceutical Association twenty years ago, and has been its treasurer ever since that time. He is president of the Retail Druggists' Association of Lebanon County, and is treasurer of the Board of Foreign Missions of the Reformed Church in the United States. He has been the treasurer of the Board of Trustees of the Asylum for Chronic Insane of Pennsylvania since the foundation of the institution. He has been identified with the American Pharmaceutical Association since 1858, having served as vice-president and for several terms as member of the council. At the semicentennial meeting in Philadelphia he was elected to present a review of the progress of pharmacy for the past fifty years, and this paper received very high commendation. He has contributed many other papers to the proceedings of the association and to the pharmaceutical press; among these are papers on Lactucarium, The Tannin of Wild Cherry Bark, and An Investigation of Cosmoline, Vaseline, etc. Mr. Lemberger's pharmacy is conducted along the most conservative lines, as he carries few side lines, does not handle cigars, and has succeeded in preserving a high professional tone for the establishment. He is a man of ready wit, a careful and forceful speaker, has a wide personal popularity, and his elevation to the presidency is a well deserved honor.

the American Pharmaceutical Association. John Hargreaves, of Toronto, presented credentials as a delegate from the Ontario College of Pharmacy. Dr. Reid Hunt and A. M. Rohrig spoke for the U. S. Public Health and Marine Hospital Service, and Geo. H. Klock presented the greetings of the naval pharmacists. Thomas F. Main spoke as a delegate from the National Wholesale Druggists' Association, and W. S. Douglas for the Proprietary Association of America.

Professor Remington was asked to reply to the various delegates, which he did in a few happy and well rounded sentences.

The first vice-president, P. C. Candidus, of Mobile, Ala., taking the chair, President Beal delivered his presidential address.

#### President's Address.

President Beal delivered an address of absorbing interest, both as regards its form and matter. It began with a successful attempt to describe the mission of the American Pharmaceutical Association, which the president characterized as "in the widest and fullest sense the great post-graduate school of American pharmacy."

Unfortunately, the great work which the association had wrought for American pharmacy and which constituted its strong claim upon pharmacists had not proven effectual when presented to the average pharmacist as a claim for his membership and financial support. The impatience of the average American for immediate results and the common disposition to ignore all values which could not be directly expressed in denominations of United States currency had rendered it difficult to impress the retail pharmacist with the importance of the American Pharmaceutical Association to an extent sufficient to secure his active co-operation and championship.

#### FAULTY NOTIONS ABOUT ADULTERATION.

A lengthy chapter was devoted to a consideration of The Pharmacist and the Law. That portion of the statute law pertaining to adulteration and to the use of preservatives in articles of food and drink received special attention. The word adulteration, President Beal said, had an ugly sound. To the ear of the public it suggested the practices of a cheat and a rascal, all of which were justly the subject of righteous indignation.

"Every addition to a drug or medicine," the address said, "or to an article of food or drink, and every subtraction therefrom, the intent or effect of which is to deceive the purchaser or to defraud him of his money, or to induce him to pay a greater price than the article is worth, or which renders the substance less efficient as a medicine or less wholesome as a food, is a fraud and a wrong. Laws against such practices cannot be too severe nor too strictly enforced. In so far as the adulteration statutes accomplish these objects they must command our hearty approval and loyal support."

#### ABSURDITIES OF THE LAW.

Both the ordinary and the legal meanings of the word adulteration have, however, been expanded far beyond their limits. By mere legal definition alone acts the most innocent, and not only innocent but salutary, had been turned into crimes and made punishable as such. According to some definitions the individual who increased the purity or strength of his product became liable to the law and equally guilty in its sight with the man who dishonestly abstracted some valuable principle or who increased his profits by the addition of some less valuable substance. Pharmacists had actually been arrested and held up to public scorn as criminals for furnishing articles better than the standard prescribed by the statute.

#### "BETWEEN THE DEVIL AND THE DEEP SEA."

In some States, for instance, the legal standard may be that of a Pharmacopœia that has been superseded for a decade or two, and the case of a pharmacist who follows the latest edition of the Pharmacopœia may be imagined. Professor Beal said that such a pharmacist would occupy a position "between his infernal majesty and the abysmal depth of the great sea." If he adhered to the standard set by the statute he would violate professional ethics, betray the confidence of the physician and endanger the life of his patients. If he followed the Pharmacopœia in effect at the time he would be guilty under the law of the crime of adulteration.

President Beal is an advocate of the use of preservatives in foods. Our laws, he said, were upside down on the subject of preservatives. Our Government, instead of hunting down and convicting the manufacturer who used a harmless anti-ferment in proper amount, should employ its resources in detecting and punishing the man who was so careless of the public health as to send his products into the market without the addition of the preservative.

## A COMMITTEE TO SPREAD THE LIGHT.

In concluding this portion of his annual address President Beal made the recommendation that the president be instructed to appoint, or that the association or its council select, a committee of discreet and competent persons to take into consideration the legal definition of adulteration especially as applied to the use of preservatives. The report when approved is to be made the subject of a communication to the general public and to the Governors of the various States with a view to spreading correct information regarding the use of preservatives.

The growth of the combination idea in pharmacy was touched upon and commended. The American Pharmaceutical Association had always stood ready to strike hands and join forces with every organization, whether local or national, that sought the betterment of pharmacy through legitimate channels and by honorable methods.

The American Pharmaceutical Association stood, he said, as a connecting link between all the various interests of pharmacy and was the natural center of all other pharmaceutical organizations. Admitting the representatives of all the divisions of pharmacy to membership, forbidding none and showing preference to none, it invited the workers of all lines to bring their contributions into the common stock for the common good.

## ADVOCATES THE PUBLICATION OF A MONTHLY BULLETIN.

Passing to more concrete matters, President Beal advocated

read except by the few officers and the committees specially interested, would be more largely studied and understood.

More important than all, it would constitute a monthly reminder to each member of the association's existence and of his obligations to it.

## PROPOSED CHANGE IN METHOD OF ELECTING OFFICERS.

As a further means of stimulating the interest of the general membership in the work of the association he suggested a change in the method of electing officers, offering the following tentative plan:

1. At some convenient time prior to the annual meeting nomination blanks to be mailed by the general secretary calling for nominations to the various offices, and returnable by a certain date.

2. The nominations so made to be referred to a canvassing board of three members, who shall within a specified time certify the result to the general secretary. The canvassing board should be authorized to omit from the certified list any nominees ineligible to election and to fill vacancies in any list.

3. The certified list of nominees to be then submitted for a vote by mail, the returns referred to the canvassing board, and the result of said vote, as determined by the board, certified to the general secretary.

## THE ESTABLISHMENT OF FOREIGN BRANCHES

was recommended, beginning with one for Canada. President Beal's idea was to establish a section in British North America which should have its own official list and finance budget, and be co-ordinate in rank with the United States section, hold its own annual meetings and conduct its own government.



A Group of Members.

the publication by the association of a monthly bulletin, the nature and scope of which were set forth as follows:

1. The publication to be known as *The Bulletin of the American Pharmaceutical Association*, to be issued monthly, and entered at the post office as second-class matter.

2. The subject matter to be restricted exclusively to association news, not to contain advertising and not to transgress upon the general field of pharmaceutical journalism.

3. The *Bulletin* to be sent to each member without cost and to such pharmaceutical and medical publications as may make a request for the same. For those who desire it a special binder, properly lettered, might be supplied at a nominal cost, to aid in the permanent preservation of the numbers.

4. As material which might properly be printed in such a bulletin the following is suggested:

Announcements of the annual meetings, the issue of the *Bulletin* containing such announcements to take the place of the circular commonly sent out for that purpose.

Reports of the secretary, treasurer, council secretary, committees, and necrological reports.

Council motions and resolutions, council letters, general announcements and votes.

All other matters now found in the Proceedings, except the proceedings of the various sections, and general sessions, the Report on the Progress of Pharmacy, and such other matters as are properly included in a permanent record.

By relieving the Proceedings from the material which would be published in the *Bulletin* the former would be materially lessened in size and cheapened in cost.

The reports of financial and other matters, which now are not

At intervals of ten years or so the two sections could hold a joint meeting at some point most convenient to both.

## TO PUSH THE NATIONAL FORMULARY.

The National Formulary was declared the most valuable commercial asset owned by the association, but he considered that unless the association itself resolved to adopt more aggressive methods in pushing its use and sale propositions should be invited from responsible publishing houses for its publication upon such terms as would insure its more extensive circulation with better returns to the association.

## TO INCREASE THE MEMBERSHIP.

President Beal's address closed with a recommendation looking to the appointment of special membership committees, as follows:

"A committee whose special business it shall be to solicit members from the faculties and student bodies of the colleges of pharmacy, one to solicit members from the boards of pharmacy, one to canvass the State and local pharmaceutical associations, and one whose especial duty it shall be to look after lapsed and suspended members. The number to constitute each of these special committees should not be fixed, but should be left to the discretion of the president."

At the close of the address, which was received with enthusiastic applause, it was referred to the following committee: Ed. Kremers, Henry Kraemer and R. G. Eccles.

The minutes of the council, having been read, were ratified with the exception of the election to membership of Mr. Meyer, proprietor of Bull's Cough Syrup, whose application was referred to a special committee for further investigation.

H. P. Hynson announced on behalf of the Committee on Exhibitions that the exhibit would be open for inspection by the members.

A recess of five minutes was taken to allow of the selection of delegates to represent the several States on the Nominating Committee. When the session was again called to order the roll of States and Territories was called and the following names were announced as constituting the Committee on Nominations:

#### NOMINATING COMMITTEE.

Alabama.—P. C. Candidus.  
Arkansas.—L. J. Kosminsky.  
Connecticut.—C. A. Rapelye, John K. Williams.  
District of Columbia.—Dr. Reid Hunt, L. F. Keblor.  
Florida.—E. Berger.  
Georgia.—Geo. F. Payne.  
Illinois.—C. S. N. Hallberg, W. A. Puckner.  
Indiana.—Leo Ellet, A. Timberlake.  
Iowa.—Mrs. Fletcher Howard.  
Kentucky.—C. Lewis Diehl.  
Louisiana.—F. C. Godbold.  
Maryland.—Jno. F. Hancock, W. C. Powell.  
Massachusetts.—Jno. G. Godding, S. A. D. Sheppard.  
Michigan.—H. B. Mason, J. W. T. Knox.  
Mississippi.—J. K. Humphries, O. W. Bethea.  
Missouri.—Dr. Chas. E. Caspari, Dr. H. M. Whelpley.  
Nebraska.—A. V. Ivase, Chas. R. Sherman.  
New Jersey.—W. C. Westcott, Ralph B. Gable.  
New York.—Dr. A. B. Husted, W. C. Anderson.  
North Carolina.—E. V. Zoeller, F. W. Hancock.  
Ohio.—C. G. Merrell, W. H. Hosking.  
Pennsylvania.—C. B. Lowe, Jno. F. Patton.  
South Dakota.—E. C. Bent, I. A. Keith.  
Tennessee.—J. T. McGill.  
Texas.—E. G. Eberle.  
Vermont.—W. H. Zoltman, Z. B. Hopkins.  
Washington.—C. W. Johnson.  
Wisconsin.—Ed. Kremers.  
Indian Territory.—H. D. Kinsley.  
Oklahoma.—F. B. Lillie.  
Ontario.—John Hargreaves.  
At large: Jos. L. Lemberger, A. E. Ebert, Chas. Holzhaeur, A. M. Rohrig, Thos. F. Main.

The president announced the names of the following as constituting the Committee on Time and Place for Next Meeting of the association: A. E. Ebert, Chicago; C. G. Merrill, Cincinnati; F. E. Stewart, Wilmington; Caswell A. Mayo, New York, and F. C. Godbold, New Orleans.

The first session was then adjourned.

#### SECOND GENERAL SESSION.

##### Tuesday Morning.

The second general session was convened at 11.30 on Tuesday morning by President Beal, the first business after the approving of the minutes being the presentation of the report of the Committee on Nominations, which was presented by C. S. N. Hallberg, who had acted as secretary of that committee, W. C. Anderson having been chairman. The report placed before the association the following

#### NOMINATIONS FOR OFFICERS:

For president, Joseph L. Lemberger, Lebanon, Pa.; for vice-presidents, Charles Holzhaeur, of Newark, N. J.; Charles A. Rapelye, of Hartford, Conn., and F. C. Godbold, of New Orleans; for treasurer, S. A. D. Sheppard, of Boston; for secretary, Charles Caspari, Jr., of Baltimore; for reporter on the progress of pharmacy, C. Lewis Diehl, of Kentucky, and for members of the council, Jas. H. Beal, of Scio, Ohio; A. M. Rohrig, of the United States Public Health and Marine Hospital Service, and William Mittelbach, of Booneville, Mo. The report was adopted, and the nominees elected without opposition.

The secretary of the council, H. M. Whelpley, of Missouri, read the minutes of that body, which had met during the interval since the first general session. These minutes included the report of Wm. Mittelbach, of Booneville, Mo., as chairman of the Committee on Membership, which showed a total accretion of membership of 203 during the past year, the total membership having reached 1,776, the highest number in the history of the association. The minutes of the council were approved and the association extended a vote of thanks to Mr. Mittelbach for the great service rendered by him as chair-

man of the Committee on Membership during the past five years.

Thos. F. Main, of New York, said that the statistics given in the report by Mr. Mittelbach reminded him of a statistical study of the question of loss of membership which had recently been made by him. He had found that 14 of the members dropped from the rolls for nonpayment were rated at from \$2,500 to \$50,000 by the commercial agencies, while fully 33 1-3 per cent. had a good commercial rating. He suggested that some special effort be made to retain these men as members. Mr. Kremers stated that this matter had been covered in the address by President Beal and would come before the members in the report of the committee on that address.

#### THE FINANCES OF THE ASSOCIATION.

The report of the treasurer, S. A. D. Sheppard, was submitted in detail. An abstract of the report appears below:

#### ABSTRACT OF A. PH. A. TREASURER'S REPORT, JULY 1, 1904, TO JULY 1, 1905.

| Receipts.  |             |
|--|-------------|
| Cash on hand July 1, 1904.                                     | \$3,424.66  |
| From sale of certificates.                                     | 157.50      |
| From sale of Proceedings.                                      | 201.85      |
| From sale of badges and bars.                                  | 102.95      |
| From sale of National Formulary.                               | 214.74      |
| From interest on deposit in New England Trust Company, Boston. | 94.84       |
| From income from the William Procter fund.                     | 461.91      |
| From reinstatement fees.                                       | 15.00       |
| From annual dues.  | 6,320.00    |
| From life membership fees.                                     | 150.00      |
| From pharmaceutical journals, for semicentennial index.        | 1,300.00    |
| From sale of semicentennial index.                             | 139.68      |
| From rebate on insurance premium on semicentennial index.      | 2.25        |
| From Committee of Arrangements, Baltimore, 1898.               | 116.78      |
| Total.   | \$12,702.17 |
| Expenditures.  |             |
| Proceedings.   | \$2,833.08  |
| Stenographer.  | 200.00      |
| Journals for the Reporter on Progress of Pharmacy.             | 30.39       |
| Salaries.  | 2,520.00    |
| Premium on treasurer's bond.                                   | 12.50       |
| Traveling expenses.  | 148.80      |
| Section on Practical Pharmacy and Dispensing.                  | 3.78        |
| Section on Education and Legislation.                          | 12.09       |
| Section on Commercial Interests.                               | 4.00        |
| Section on Scientific Papers.                                  | 18.27       |
| Section on Historical Pharmacy.                                | 7.54        |
| Committee on Membership.                                       | 185.78      |
| Printing and stationery.                                       | \$88.08     |
| Insurance.   | 6.88        |
| Badges and bars.   | 29.50       |
| Certificates.  | 215.50      |
| Enno Sander prize.   | 50.00       |
| Special appropriation for conference of boards of pharmacy.    | 30.15       |
| Miscellaneous expenses.  | 170.38      |
| Life membership fund.  | 150.00      |
| National Formulary.  | 69.08       |
| Semicentennial index.  | 1,573.20    |
| Cash to new account.   | 4,095.18    |
| Total.   | \$12,702.17 |

The treasurer stated that four out of the five pharmaceutical journals which had agreed to advance the money needed for the publication of the semicentennial index had furnished their pro rata share, \$325 each.

The report of the treasurer was approved as read, his accounts having been duly audited and approved by the council.

The financial statement of the secretary, which followed, showed the details of the expenses of the secretary's office and of various special accounts. The account of the National Formulary showed total receipts of \$13,357.32 since the preparation of the work was first undertaken in 1888, and a total expenditure of \$7,809.80, leaving a total profit of \$5,547.52. The amount received from the sales of the Physician's Epitome had not quite equalled the expenditures. The sales of the general index of the proceedings had amounted to only \$139.68, and at the suggestion of the president the sensational methods of a preacher raising a church debt were adopted. Mr. Caspari proceeded to sell copies to practically all the members present at the session, disposing of 40 copies in about 15 minutes.

#### REPORT ON THE RECOMMENDATIONS OF PRESIDENT BEAL.

E. Kremers presented his report as chairman of the Committee on President's Address. The report generally approved of the recommendations made by President Beal, and specifically as follows:

1. The establishment of a monthly bulletin of association

news and information to be sent to the members without cost.

2. That an unofficial trial be made of the plan of electing officers by mail ballot, so as to interest all the members in the election.

3. That the president and the Canadian members be appointed a committee to establish a Canadian branch of the A. Ph. A.

4. That the council be instructed to invite tenders for the publication of the National Formulary from reputable publishing houses.

5. That supplementary committees on membership be formed on (A) Faculties and Students, (B) Boards of Pharmacy, (C) State and Local Associations, and (D) Lapsed or Suspended Members.

6. That the matter of the use of preservatives be made the subject of special study by the Section on Scientific Papers.

The report and recommendations were adopted.

A brief verbal abstract of the report of A. B. Lyons as

and the collection and editing of manuscripts entirely to the historian. This proposal was the subject of considerable discussion, but finally met the approval of the section.

The secretary presented a report dealing with the status of the pharmacists during the Civil War, and based upon data collected by correspondents and interviews with men who had served in this capacity in the armies of both the North and the South. The conclusion reached was that the association had erred in attempting to raise the status of the hospital steward, and that it would have been better to have proposed the organization of a wholly new pharmaceutical corps composed entirely of highly skilled pharmacists who should all be commissioned officers.

H. M. Whelpley presented a historic and unique gavel for the use of the section, consisting of a pestle, through the handle of which a spatula was thrust. Dr. Whelpley recited at some length the historical facts connected with the first use of this gavel.



A Beach Scene at Atlantic City, Showing the Boardwalk, Piers, etc.

chairman of the Committee on the Pharmacopoeia was presented by Mr. Hallberg and referred to the Scientific Section.

The report of A. E. Ebert as chairman of the Committee on National Legislation was presented and the recommendations approved.

A resolution was adopted instructing the council to prepare such amendments to the by-laws as would be required to carry into effect the recommendations of the address.

C. S. N. Hallberg submitted his report as a delegate to the Section on Pharmacology of the American Pharmaceutical Association and the report was referred for consideration to a committee composed of M. I. Wilbert, Geo. M. Beringer and Geo. B. Kauffmann.

The second general session was then adjourned.

#### Historical Section.

#### Tuesday Evening.

The Section on Historical Pharmacy met on Tuesday evening with Albert E. Ebert in the chair. The secretary, Caswell A. Mayo, being called to the chair, the chairman presented his annual address. It was devoted mainly to the outlining of the duties of the three officers of the section, he believing that the work of the chairman and the secretary should be wholly executive in character, leaving the conduct of the work in so far as the historical papers are concerned

The following papers were then presented: The Recorded History of the Civil War, by M. I. Wilbert; Confederate Resources, by E. G. Eberle, and Reminiscences of Pharmaceutical Service in the Confederacy, by Dr. H. M. Pettit, of Carrollton, Mo. During the discussion of these papers P. C. Candidus, of Mobile, Ala., was called upon to narrate his personal experiences with General Forrest's cavalry, with which he had served for the major portion of the war. These reminiscences proved of much interest.

Edward Kremers, the historian of the section, made a report outlining the methods pursued by him in the collection and preservation of historical data.

Eustace H. Gane, of New York, exhibited the earliest device used in the manufacture of gelatin coated pills, and described its operation.

The following papers, mainly upon subjects of local interest, were presented and briefly discussed: The National Retail Druggists' Association and The Kings County (N. Y.) Pharmaceutical Society, by E. A. Sayre; The Drug Trade in Cleveland Prior to 1875, by Joseph Fell; Reminiscences from Watertown, Wis., by Dr. E. W. Johnson; A Directory of Baltimore Druggists in 1833 and A Biographical Sketch of George Wansey Andrews, of Baltimore, by John F. Hancock; A Biographical Sketch of Chas. Caspari, sr., by Chas. E. Caspari;



First Call and First Four Meetings of the A. Ph. A. and The Drug Periodicals of Missouri, by H. M. Whelpley; Early History of the A. Ph. A., by Thos. A. Wiegand; A Contribution to the History of Pharmacy in Texas, by J. G. Eberle; The Department of Pharmacy of Vanderbilt University, by J. T. McGill.

M. I. Wilbert exhibited a scrap book of historic prints, photos, etc., showing the methods pursued by the historian. The following material of historic value was presented; the original manuscripts of the Reports on the Progress of Pharmacy for 1867 and 1868, by C. L. Diehl; scrap book relating to Dr. Chas. Rice, by Adelaide Rudolph; a work entitled "Lectures on the Adulteration of Food," etc., by James Cuthbert, Apothecary General of the United States Army.

On motion of the secretary the thanks of the section were extended to the firm of Fritzsche Bros., of New York, for having assumed all the expenses entailed in the importation of the valuable Hoffmann collection which had been referred to in the address of the historian.

The retiring chairman was instructed to convey the thanks of the section to Mrs. Hoffmann for the presentation of the valuable historical collection left by her husband, Dr. Hoffmann.

John F. Hancock, of Baltimore, was elected chairman, and C. S. N. Hallberg secretary of the section, and Dr. Edward Kremers historian, after which the section adjourned.

#### First Session of the Section on Education and Legislation.

##### Wednesday Morning.

The Section on Education and Legislation was opened on Wednesday morning, September 6, at 10.30 by the presentation of the chairman's address by Harry B. Mason, of Detroit.

##### CHAIRMAN'S ADDRESS.

In the course of a somewhat lengthy paper Harry B. Mason, chairman of the section, reviewed the year's progress in pharmaceutical education and legislation. Pennsylvania and Wisconsin had established the graduation requirement, following in the footsteps of New York and Hawaii; Michigan had established a preliminary standard of two years of high school work; Arkansas had declared the grammar school standard; Oklahoma had declared that it would hereafter register upon

diploma only those graduates who came from colleges requiring a full high school course, while Ohio and Indiana had decided not to give "experience" credit to graduates unless they are from institutions which demand one year of high school work and which have courses conforming to certain prescribed curriculum standards.

Mr. Mason's address traversed the work of the Conference of Faculties and returned again to the subject of better entrance requirements. It was declared to be of cardinal importance that prerequisite laws should impose definite preliminary and also curriculum standards, because these would prove a safeguard against the "rising of a horde of mendacious and mushroom schools which prerequisite legislation will call into being." The address contained no recommendations.

The chairman also announced his conviction that the curriculum requirements should be definitely specified by the laws, and said that the minimum standards of the Conference of Faculties—namely (1) 500 hours of lectures, (2) 600 hours of laboratory work and (3) a course of study covering not less than 40 weeks should be adopted. The chairman also made a plea for the unification so far as practicable of the pharmacy laws of several States.

C. S. N. Hallberg, of Chicago, objected vigorously to a reference in the address of the chairman which he construed as a reflection on the boards of pharmacy. The chairman defended the statement as to fact, claiming that the criticism of the general educational qualifications of many of the graduates of the colleges of pharmacy was well warranted, but regretted that the mention of the name of the board of one State should be construed as a reflection on the colleges of that State. No such invidious distinction had been intended, and he said that he would gladly eliminate the name of the board from the addresses.

The secretary, Wm. L. Cliffe, of Philadelphia, presented a report embracing a summary of pharmaceutical legislation during the past year and a great quantity of statistics relative to the work of the several State boards of pharmacy. The report was referred for publication.

##### THE MODEL PREREQUISITE LAW.

J. H. Beal, as chairman, submitted the following as a general model for a prerequisite law:

Sec. 1. In order to be licensed as a pharmacist within the meaning of this act an applicant shall be not less than twenty-one years of age



The Floral Parade in Rolling Chairs on the Boardwalk, Atlantic City.



and shall have been licensed as an assistant pharmacist for not less than two years prior to his application for license as a pharmacist, and he shall present to the Board of Pharmacy satisfactory evidence that he is a graduate of an incorporated school or college of pharmacy or a department of pharmacy of a university which shall possess a satisfactory equipment for giving instruction in the art and science of pharmacy, and which shall enforce such requirements for admission and graduation as shall be satisfactory to the Board of Pharmacy, and that he has had four years' experience in pharmacy under the instruction of a licensed pharmacist; and he shall also pass a satisfactory examination by or under the direction of the Board of Pharmacy.

Provided, however, that the actual time of attendance at a college of pharmacy or department of pharmacy or university approved by the Board of Pharmacy shall be deducted from the time of experience required, but in no case shall less than two years' experience be required for registration as a licensed pharmacist.

Mr. Beal also submitted a resolution setting forth the views of the association on the question of preliminary requirements.

A general discussion ensued on the advantages and disadvantages of having different classes of qualifications. S. A. D. Sheppard, H. P. Hynson and others preferring a single qualification, while Oscar Oldberg, C. S. N. Hallberg and others favored graded qualifications.

N. H. Martin, of Gateshead-on-Tyne, England, offered a slight correction to the statement of Oscar Oldberg concerning the practices in this respect in England. He said that there was in fact only one qualifying examination, that known as the "minor" examination, though there were two other examinations, the preliminary, which could be taken at any time prior to the taking of the "minor," and the "major," which, he regretted to state, was very rarely taken at all, and which entitled the successful applicant to bear the title of pharmaceutical chemist.

C. S. N. Hallberg made an interesting address on the basic differences of the English law and our own, which is largely founded on the English and on the code laws of Continental Europe. In the latter the law was handed down from the rulers for the government of the common people. In the former the laws emanated from the people themselves. This fundamental difference explained why it was that the legal (and social) status of the physician and the pharmacist was so much higher in England and America than in Europe. Only the educated upper classes could appreciate the importance of education, hygiene and sanitation. The *hot polloi*, from whom the laws emanate in England and America, not being able to appreciate the value of sanitation, hygiene and medicine, have not made adequate provision for their recognition. In the United States, however, we have grafted on to the English common law some of the features of the code law, the code law prevailing, in fact, throughout the Southern States, and Mr. Hallberg said that it remained for the peculiar genius of the American people to evolve from a proper interblending of the two forms of law a compromise which would embrace the virtues of both and the faults of neither. On such a basis he had great hopes for our future laws, hopes which the efforts of this section were doing much for the realization of.

#### MR. ANDERSON PRECIPITATES A DISCUSSION.

Mr. Anderson, of Brooklyn, opposed the adoption of the draft as submitted, and moved that it be recommitted with instructions to incorporate in the law the more definite statements regarding preliminary educational qualifications contained in a resolution which had been submitted by Mr. Beal, but not acted on. He said that he did not think that any "board of pharmacy or other subordinate body" should be given authority to determine entrance requirements of a college of pharmacy.

Mr. Beal, as a question of personal privilege, stated that as chairman he had submitted the draft of the law to Mr. Anderson, who was a member of the committee. The draft was identical with that now submitted to the section, and on this draft Mr. Anderson had marked the word "approved."

In reply Mr. Anderson said that he had inferred from what had been written to him by Mr. Beal in sending the draft that the other members of the committee had all agreed on it and that he had approved it rather than to stand out against the other members. He said, however, that he had not signed the report nor had all the committee signed it.

An animated discussion ensued, which grew quite acrimonious and resulted in such parliamentary tangle of amendments to the amendments, substitutes, withdrawals, previous

questions, etc., that the chairman frankly cut loose from parliamentary procedure, stating that the essential feature under discussion was whether or not the model should be recommitted to the committee with instructions to incorporate in it specifications as to the entrance requirements for the colleges. This motion being put, was overwhelmingly defeated, the draft was approved as printed above, and the following resolution offered by Mr. Beal, which is referred to above, was also adopted:

#### ENTRANCE QUALIFICATIONS DEFINED.

*Resolved*, That it is the sense of the Section on Education and Legislation that when graduation from a college of pharmacy is made a prerequisite to registration, boards of pharmacy should require from such colleges as are recognized as reputable the enforcement of a requirement for entrance to such colleges a preliminary general education which at least shall be the equivalent of the first year in a standard high school, and that the board shall, as rapidly as conditions will permit, raise the requirement to that of graduation from a standard high school.

Oscar Oldberg was placed in nomination as chairman, and Jos. W. England as secretary, after which the first session of the Section on Education and Legislation adjourned.



RETIRING PRESIDENT J. H. BEAL.

#### Section on Legislation and Education.

##### *Second Sitting, Wednesday Afternoon.*

The first business transacted at the afternoon session of the section was the election of officers, Oscar Oldberg, of Chicago, being chosen chairman, and Jos. W. England, of Philadelphia, secretary.

Chas. Caspari, jr., presented the report of a joint committee on degrees.

#### REPORT OF THE SPECIAL COMMITTEE ON PHARMACEUTICAL DEGREES.

The joint committee appointed by the chairman of the Section on Pharmaceutical Education and Legislation of the American Pharmaceutical Association and the president of the American Conference of Pharmaceutical Faculties beg leave to present the following majority report for discussion and action at the meeting to be held at Atlantic City, N. J., September, 1905:

(1) It is recommended that the degree of graduate in pharmacy (Ph.G.) be granted by colleges that comply with the minimum requirements adopted by the Conference of Pharmaceutical Faculties at its last session, September 8, 1904.

(2) It is also recommended that the degree of pharmaceutical chemist (Ph.C.) be granted on the following conditions: The college desiring to confer the degree should require as a minimum for entrance two years of complete work in a high school, or its equivalent. College work to consist of at least 750 hours of lectures and recitations and 900 hours of laboratory work.

(3) It is further recommended that all bachelors', masters' and doctors' degrees in pharmacy be not granted except for work corresponding to those required for academic or university degrees.

After considerable discussion the report was adopted as amended by Mr. Hynson, so as to provide for the granting of the degree of Doctor of Pharmacy after a three years' course, with the preliminary requirement of two years in High School.

The following papers were then read: Why the Degree of Doctor Should Be Conferred in Pharmacy, by H. P. Hynson; Why the Doctorate Degree Should Not Be Settled Upon in

Pharmacy, by Ed. Kremers, and one along the same lines by J. T. McGill, and one on Nomenclature of Proprietary Medicines, by C. S. N. Hallberg.

The following associate members on the Committee on Education and Legislation were chosen: Geo. M. Beringer, J. T. McGill and D. F. Jones, after which the section adjourned.

### SCIENTIFIC SECTION.

#### Wednesday Evening.

The first sitting of the Committee on Scientific Papers was convened shortly after 8 o'clock on Wednesday evening, September 6, by the chairman, Eustace H. Gane, of New York, who thereupon asked the associate member of the committee, Dr. Daniel Base, of Baltimore, to take the chair. Mr. Gane then read his address as chairman of the committee, which is printed on another page of this issue.

The address, which was received with evident approval and much applause, was referred for consideration to a committee consisting of W. A. Puckner, E. H. Bartley and M. I. Wilbert.

H. H. Rusby, as chairman of the Committee on the Ebert Prize, announced that the prize had been awarded to Ernst



A Group of Pharmaceutical Journalists in Attendance at the Atlantic City Meeting.

Schmid, of Marburg, for his paper on choline, neurine and allied products.

Lyman F. Kebler submitted the report of the Committee on the Drug Market, accompanying the report with the following resolution, which was adopted:

*Resolved*, That the American Pharmaceutical Association earnestly condemns the use of any form of wood alcohol in any pharmaceutical or proprietary preparation, whether designed for internal or external medical use, or to be applied as a toilet lotion.

The report was adopted as read:

At the second sitting of the Scientific Section (Committee on Scientific Papers), held Thursday morning, Chas. E. Caspari was elected chairman and Daniel Base secretary.

The following are comprehensive summaries of the several papers presented:

#### ESTIMATION OF CAFFEINE IN PRESENCE OF ACETANILIDE.

In estimating acetanilide and caffeine in headache remedies the extraction of both from an acid medium by means of chloroform and the subsequent precipitation of caffeine as periodide suggested itself to W. A. Puckner, of Chicago, whose paper gave details which led to the adoption of a method in which acetanilide and caffeine are extracted by chloroform in presence of sulphuric acid, the chloroform being distilled off and the residue dried to obtain caffeine plus acetanilide. From this residue the caffeine is then extracted, precipitated with iodine, the periodide decomposed with sodium sulphite and the caffeine extracted with chloroform.

#### THE STRUCTURE AND DEVELOPMENT OF THE SEED OF ARGEMONE MEXICANA.

This paper, by J. O. Schlotterbeck and C. R. Eckler, constituted a microscopical study of the seed of the prickly poppy from the very youngest stages of the ovule to the ripe seed.

#### THE ESTIMATION OF CASEIN.

H. V. Arny, of Cleveland, Ohio, has observed that while precipitation with twentieth normal solution of alum is satisfactory for rough work in the estimation of casein the end reaction is too obscure for accurate results, the only indicator, hæmatoxylin, not being sufficiently sensitive. Precipitation of casein with ferric alum solution, using potassium ferrocyanide and sulphocyanate solutions as the "spotting" indicator, was tried. No coloration at the moment of complete precipitation was noticed, or, indeed, until all the albumin was converted into soluble ferric albuminate. The addition of acids prevented formation of the albuminate and caused coloration at about the point of complete precipitation of casein, but at best the end reaction was obscure. The only feasible process, according to Professor Arny, consists in mixing a definite amount of tenth normal ferric alum solution with a definite amount of milk, estimating the amount of ferric alum in an aliquot part of the filtrate, by treatment with potassium iodide, hydrochloric acid and titration with tenth normal sodium thiosulphate, and from figures obtained calculating the amount of ferric alum required for precipitation of the milk.

#### THE CRYSTALLINE ALKALOID OF CALYCANTHUS GLAUCUS.

This paper was a continuation of the research upon calycanthine, the active alkaloid of *calycanthus glaucus*, by H. M. Gordin, of Chicago. In a previous paper the preparation and analysis of calycanthine and its salts with the halogen acids and chloroplatinic acid were given. The present paper described the preparation and analysis of the salts of calycanthine with oxyacids, with chlorauric acid and mercuric chloride. The first attempts to get some idea of the constitution of the alkaloid were also noticed.

The salts prepared are as follows: A neutral and an acid sulphate, a nitrate, a picrate, a chloraurate, two oxalates and a double salt of calycanthine hydrochloride and mercuric chloride.

The sulphates, the nitrate, the picrate and the neutral oxalate were found to have the normal composition.

The acid oxalate, the chloraurate and the mercury salt have an abnormal composition, all containing an excess of base or of its hydrochloride.

No tartrates could be obtained in forms suitable for analysis.

It was shown that the alkaloid is a secondary base forming a nitrosamine when treated with nitrous acid. It also contains a methyl group attached to a nitrogen atom.

The alkaloid forms a sulphonic acid when treated with strong sulphuric acid and gives several methyl derivatives when treated with methyl iodide. Of these one is a quaternary base not precipitable by sodium carbonate from the aqueous solution of its salts.

#### ALOES AND THE U. S. P.

In this paper by M. I. Wilbert, the apothecary at the German Hospital, Philadelphia, on the necessity of taking cognizance of the history of medicinal substances in formulating an official description was emphasized and an interesting history of aloes was given. The chief points may be summarized as follows: Aloes in the earlier editions of the Pharmacopœia of the United States of America. The introduction and use of true socotrine aloes. The introduction of purified aloes. The use of purified aloes in official preparations. Some objections to the use of purified aloes. The article on aloes in the eighth decennial revision of the U. S. P. An enumeration of several of the more important or more evident shortcomings. The necessity for an official description of the powdered drug. The error of restricting the official aloes to varieties containing isobarbaloin. The evident mistake of continuing the use of purified aloes in the official preparations of that drug. A suggestion for a more rational solution of the problems involved.

#### AN EXPEDITIOUS METHOD FOR THE DETERMINATION OF ARSENIC TRIOXIDE.

Charles E. Caspari and Leo Suppan, of St. Louis, contributed a valuable paper on the subject. The iodometric methods at present in use for the determination of arsenic trioxide involve

a loss of time if the trioxide is dissolved at ordinary temperatures in sodium bicarbonate or an error due to the action of iodine on sodium carbonate, which is formed from the bicarbonate if solution is effected at higher temperatures. The method described by the authors sought to eliminate these difficulties and enable the determination of arsenic trioxide to be



W. C. WESCOTT,  
Local Secretary for the Atlantic City Meeting.

carried out in ten minutes with a maximum error of 0.2 per cent.

#### A BOTTLE FOR KEEPING STERILIZED PHARMACEUTICAL PREPARATIONS.

Prof. Henry Kraemer, Philadelphia, described a convenient bottle for keeping pharmaceutical preparations liable to decomposition due to the presence or influence of microorganisms. It was, he said, easily and cheaply constructed, and combined the essential features of an atomizer and the ordinary wash-bottle of the laboratory. An ordinary bottle with a sufficiently large mouth to permit of the introduction of two glass tubes through a rubber stopper was used. The rubber tube with the atomizer bulb was attached to the glass tube through which the air was forced for expelling the liquid, which glass tube was loosely plugged with cotton so as to filter the air. The exit tube was bent at right angles and thus directed straight downwards. The bottle and the preparation were both sterilized.

#### THE APPROXIMATE MEASURES OF THE U. S. PHARMACOPŒIA.

According to this paper by M. I. Wilbert, of Philadelphia, the approximate equivalents for popular dose measures, directed in the eighth decennial revision of the U. S. Pharmacopœia appear to be based on the assumption that the metric system of weights and measures was closely related to or dependent upon the weights and measures now generally used in this country. The fallacy of this assumption and the consequent inaccuracy of the equivalents, as given in the Pharmacopœia, were shown in connection with a description of an easily applied method for demonstrating the exact capacity of spoons of different sizes, makes and patterns. The approximate measures directed by other national pharmacopœias and their relation to the actual capacity of spoons were touched upon and some reasons adduced why the equivalents adopted in other countries should be carefully considered in this connection.

#### GELSEMIUM ROOT.

A comparison of the fresh and dried root was made by Prof. L. E. Sayre. By the process of alkaloidal extraction a quantitative estimation of the fresh and dried root had been made, the comparative estimation being based mainly upon alkaloidal content. Physiological data were also referred to.

#### THE ESTIMATION OF CAFFEINE.

Experiments made by W. A. Puckner, of Chicago, to determine the conditions under which caffeine may be dried without loss, show: (1) If caffeine, dried at 95 degrees, is dissolved in water or chloroform, evaporated at room temperature and dried over sulphuric acid, practically the original weight is obtained. (2) If caffeine dried at 95 degrees is dissolved in chloroform, the solvent evaporated from a shallow dish at 50-60 degrees and dried at this temperature, practically the original weight is obtained. While vaporization can be demonstrated it is not sufficient to affect the results of quantitative work. (3) From a chloroform solution of caffeine the solvent may be distilled off and the residue dried at 95 degrees without loss of caffeine. If, on the other hand, the solution is contained in a shallow dish and after evaporation is dried at 95 degrees then an appreciable loss of caffeine occurs. Tasilly's conclusions that caffeine does not become anhydrous, even if dried at 110 degrees, were in a measure confirmed.

#### THE ESTIMATION OF ACETANILIDE.

Incidental to the estimation by Mr. Puckner of acetanilide in certain headache remedies, it became desirable to make experiments relative to the temperature at which ether or chloroform, this having been used to separate it from other constituents, could be expelled and the residue obtained in condition for weighing. These experiments showed that acetanilide was quite volatile at comparatively low temperatures. From its ether or chloroform solution the solvent may be evaporated at room temperature and the residue brought to constant weight over sulphuric acid without loss of substance. If the solvent is distilled from a flask and the residue dried at 50-60 degrees, the loss by volatilization is slight and a practically constant weight is attained in 12-24 hours. At 95 degrees acetanilide is appreciably volatile, even when contained in a narrow necked flask. The residue obtained, when from an ether or chloroform solution the solvent is driven off, is not pure acetanilide, and if loss by vaporization is guarded against high results are invariably obtained.

#### THE CHEMISTRY OF BOCCONIA CORDATA.

*Bocconia cordata*, or tree celandine, is a native of Japan, but has been successfully grown in several countries. It was made



WM. MITTELBACH, Boonville, Mo.,  
Chairman of the Committee on Membership.

the subject of investigation by Eijkman, Hopfgartner, Murill and Schlotterbeck. The latter found five alkaloids, protopine, *B*-homochelidonine, chelerythrine, sanguinarine and a fifth melting at 100 degrees. In the present work by J. O. Schlotterbeck and Walter H. Blome 25 Kg. of drug was ex-

hausted and only protopine and *B*-homochelidonine separated, of which 87 and 85 grammes, respectively, were obtained.

*B*-homochelidonine may be converted into the *Y* variety by melting and crystallizing from appropriate solvents. Heated with hydrochloric acid in a sealed tube methyl chloride was split off. The study of the water-soluble amorphous basic residue was not concluded. It was found that when heated with alcoholic iodine under pressure, *B*-homochelidonine splits off no hydrogen, as is the case with several related alkaloids. Heated in chloroformic solution under pressure with  $\text{PCl}_5$ , a well-crystallized, yellow basic substance was obtained. Chlorine determinations demonstrated the product to be a hydrochloride without any substitution of chlorine in the molecule. A number of combustions, though agreeing among themselves, failed to harmonize with any formula that would answer for chlorine. It was quite possible, according to the authors, that a base and an acid resulted from this reaction. Calcium phosphate was found in abundance in the plant.

#### THE CHEMISTRY OF CHELIDONINE.

Chelidonine is the principal alkaloid of *chelidonium majus* and *stylophorum diphyllum*, and in this paper by J. O. Schlotterbeck and Burton S. Knapp its formula was given as  $\text{C}_{20}\text{H}_{19}\text{NO}_6 \cdot \text{H}_2\text{O}$  and its melting point 136 degrees. It contains one hydroxyl and forms beautiful acetyl and benzoyl compounds. Saturated with  $\text{HCl}$  gas at minus 20 degrees and then allowed to stand in a sealed tube for six days at ordinary temperatures chelidonine seemed to be converted into amorphous tri-chelidonine. Fusion with alkali gave a phenolic body, probably proto-catechuic acid. Zinc dust distillation did not yield phenanthrene, but merely amines, ammonia and pyrrol. Treatment with  $\text{PCl}_5$  in the cold gave a mixture of white amorphous mono-chlor-chelidonine,  $\text{C}_{20}\text{H}_{17}\text{ClNO}_6$ , and an amorphous leuco compound containing one less hydrogen,  $\text{C}_{20}\text{H}_{16}\text{ClNO}_6$ . Treatment with  $\text{PCl}_5$  with heat gave a mixture of the two compounds mentioned and in addition a colorless crystalline chlor-base, containing two less hydrogens and giving bright red crystalline salts with acids. The hydrochloride had the composition  $\text{C}_{20}\text{H}_{17}\text{ClNO}_6 \cdot 5\text{H}_2\text{O}$ . The mono-chlor base is converted into the leuco base, and the latter into the color compound with  $\text{PCl}_5$ . The leuco base was easily converted into the color base with halogens. The color base was reduced to the leuco base with reducing agents. Further work, the authors said, show a close relationship with sanguinarine, which is also colorless in the free state and bright red in the form of salt. A mixture of nitric and glacial acetic acids oxidized chelidonine, in the cold and on long standing, to a beautifully crystalline acid melting above 300 degrees.

#### PROPOSED MODIFICATION OF HEHNER'S TEST FOR FORMALDEHYDE.

A. B. Lyons, of Detroit, contributed a paper on this subject. Hehner's test is applicable only to milk or to a mixture of the suspected solution with milk. The milk contains proteids upon the presence of which the color reaction depends. In Lyon's proposed modification of the test beef peptone is substituted

for the milk. It was essential that there should be a correct proportion in the several reagents concerned in the test. In using the reagent a mixture of one volume of the official tincture of ferric chloride in 20 or 25 volumes of strong sulphuric acid was recommended for routine work, the procedure being described as follows: Place in a test tube 2 Cc. of the solution to be tested (distillate if necessary), add 20 Mg. of beef peptone; shake the tube and add with a pipette 2 Cc. of the reagent, allowed to flow down the side of the inclined tube and so form a distinct layer at the bottom. Make a duplicate experiment, allowing one tube to stand for development of color zone; mix the contents of the other tube by shaking and observe change of color. Limit of test 1:4,000,000, formaldehyde.

#### SOME NEW COLOR REACTIONS AND A NEW REAGENT FOR SUCROSE LACTON, ETC.

Sulphuric acid and formaldehyde constitute a well-known reagent for morphine and its derivative alkaloids. Conversely morphine and sulphuric acid may be used for detecting formaldehyde, according to this paper by A. B. Lyons, of Detroit, Mich. The test applied by the contact method will show hardly less than 1:20,000 formaldehyde in aqueous solution. The addition to the reagent of a trace of ferric salt (chloride or sulphate) greatly increased its sensitiveness, so that it would give a color indication at dilution of 1:2,000,000. Other aldehyde bodies, however, react like formaldehyde. The author said that sucrose and lactose would be recognized in particular though not satisfactorily discriminated by this reagent. In case of sucrose solutions 1:100—1:1,000, the color was distinctive, the violet blue obtained as from formaldehyde was surmounted by a yellow border, the two colors contrasting finely. Obviously morphine (codeine and heroine) might be identified by using formaldehyde or sugar as a reagent, performing the tests exactly as when looking for formaldehyde or sugar. The test for formaldehyde was applicable only to distillates and then was only of negative value. It could not be applied to milk (before or after coagulation), neither could it be used to detect glucose in urine.

#### DRUGS WHICH ARE SPECIALLY LIABLE TO SUBSTITUTION.

Dr. Henry H. Rusby recently discussed the subject of the adulteration of crude drugs before the Chemists' Club, of New York. The paper was subsequently printed in a number of pharmaceutical journals and excited considerable interest in this subject. At the suggestion of Chairman Gane the principal facts were presented to the section in connection with specimens which illustrate the points of resemblance and of difference between the drugs concerned.

#### ANALYSIS OF THE MEXICAN PLANT *TECOMA MOLLIS*, H.B.K.

The plant material used in this analysis was submitted to the United States Department of Agriculture with the information that the inhabitants of certain parts of Mexico used it to a considerable extent in the treatment of disease, and it was thought that an examination might reveal the presence of some valuable medicinal constituents which would warrant the sug-



Young's Pier, Atlantic City



The Country Club, Atlantic City.

gestion that the plant be introduced into some of the Southern States for cultivation, and this led to the production of a paper on the subject by L. F. Kebler and A. Seidell, of the Division of Chemistry.

The common name, if any, by which the plant is known locally had not been secured. On submitting a specimen of the plant consisting of the flower, fruit, stems and leaves to the United States National Museum, it was identified as *Tecoma mollis*, H.B.K., family *Bignoniaceae*. This plant was also said to be indigenous to Colombia, Peru and Chile and to be known by the following synonyms: *Tecoma sorbifolia*, H.B.K., *Tecoma stans y velutina*, DC., *Stenolobium molle* and *Bignonia tecomoides*, DC. A careful examination of the literature dealing with medicinal plants failed to reveal any recorded investigation of this plant under any of the names enumerated. It was possible, however, that some observations might have been reported under a local name which on this account had been overlooked. For this analysis the leaves only were used. Complete analysis by both the Dragendorff and Parsons methods were made. The results, which were given in full, showed that *Tecoma mollis* contained no alkaloid or other well characterized medicinally important plant constituent. It contained, however, a bitter principle soluble in dilute alcohol, to which was probably due whatever medicinal virtues the plant possessed.

#### DRUG LABORATORY OF THE DEPARTMENT OF AGRICULTURE.

In this paper by Lyman F. Kebler, chief of the Drug Laboratory of the Department of Agriculture, the history of the organization of the laboratory was related. In pursuance of an act of Congress of June 30, 1902, authorizing the Secretary of Agriculture to investigate the adulteration of drugs in the United States, the Drug Laboratory was established. The chief assumed active charge March 1, 1903. Among the reasons given why this laboratory was delegated to the Department of Agriculture was the fact that it would be of great advantage to make it an integral part of the Bureau of Chemistry, as most of the work connected with the investigation of adulterations in drugs was of a chemical nature. The demands on the Drug Laboratory had been very great and since the appointment of the chief three assistant chemists and a stenographer had been added to its working force. The work was said to be of a comprehensive character and included at present the following lines of investigation:

**Testing of Chemical Reagents.**—All chemicals purchased by the Bureau of Chemistry are examined here to insure the acceptance of reliable chemicals only, thus placing all competitors on an equal footing, and also for the purpose of securing data from which standards of purity can be constructed.

**Analysis of Plant Drugs.**—This involves the study of analytical methods and also of the influence of time on the properties of many potent drugs.

**Codliver Oil Investigations.**—An investigation of both American and Norwegian codliver oils is now being conducted, in collaboration with the Division of Foods and the Bureau of Fish-

eries, to determine their relative values, chemically and medicinally. Thus far the results indicate that the American oil is the equal of the Norwegian.

**Work on Proprietary Medicinal Agents.**—Much of this work is done at the request of the Post Office Department to assist it in investigations of fraudulent products which are transmitted through the mail.

**Compilation of Drug Laws.**—All the laws of the different States and Territories which relate to the adulteration of drugs and medicines or to the labeling of poisons are now being collected. These will be published in bulletin form for the information of those interested.

All of these lines of work were being taken up in detail Mr. Kebler said and would show what was being accomplished in each.

#### THE ANALYSIS OF EMULSIONS.

According to this paper by L. F. Kebler and Geo. W. Hoover, of Washington, D. C., an examination of the literature showed that little had been done on the analysis of emulsions, and such results as had been recorded were restricted almost exclusively to the determination of the fatty portion. While codliver oil and other fatty bodies were considered the essential constituents of emulsions, there was no gainsaying the fact that there were numerous other medicinal agents which exert a beneficial effect and harmful agents might at times be present. In arriving at the value of an emulsion these agents must be taken into consideration and the emulsifying agent might or might not serve the function of a nutritive.

In this study of analytical methods applicable to emulsions 14 emulsions of known compositions were prepared in the Drug Laboratory and 11 proprietary preparations were purchased on the market. All of these emulsions were analyzed as completely as practicable and from the data thus obtained a scheme of analysis had been formulated. This scheme included the more or less complete identification and determination of inorganic substances, volatile matter, fatty bodies, alcohol, benzoates, salicylates, saccharine, sugar, enzymes and emulsifying agents. The methods used were described and the analytical data obtained by these methods were given in tabular form. For comparison the known percentage compositions of the emulsions prepared in the Drug Laboratory were also given.

#### THE SAMPLING OF DRUGS AND CHEMICALS.

The author of this paper, Lyman F. Kebler, of Washington, D. C., said that the importance of procuring representative samples for analytical work was sometimes overlooked and underestimated, but only by those who have never had any practical experience. Its value was, however, known to those who had had the pleasure of seeing their results confirmed by a referee because sampling was properly performed and those who had been unfortunate enough to find that their results were "off" because of careless sampling. The observations embodied in this paper were asserted to be gleaned from practice and were, he said, presented with the view of bringing about some uniform system of sampling and if possible to save some of the younger



chemists many trying and at times embarrassing experiences. Outlines were given for the sampling of different classes of drugs and chemicals and detailed methods applicable to many of the most important drugs were described.

**THE DESIRABILITY OF USING UNIFORM AND DISTINCT ABBREVIATIONS FOR PERIODICALS, WITH A SUGGESTED LIST.**

This was the title of a paper by L. F. Kebler, the chief of the Drug Laboratory, Bureau of Chemistry, United States Department of Agriculture. The desirability of using concise, clear and definite references in literature was apparent to any one who gave the subject only superficial thought. Particularly was this true of the pharmaceutical profession because of its cognate nature and the vast field covered. A few examples of references found in the last volume of the proceedings of the association showed how vague and useless some of them are: "Pharm. Centralh.," "Brit. and Col. Druggist," "Medical Gleaner," "Journal of Botany," "through Jour. Soc. Chem. Ind.," "from Bull. de Sciences Pharm.," "Boll. Chim. Farm." Examples were also cited of other indefinite and redundant references. Examples of a system to be followed in making abbreviations were outlined. The abbreviations covered such periodicals as were commonly met with in pharmaceutical work.

**THE ADULTERATION OF CHEMICALS.**

L. F. Kebler, of Washington, D. C., who contributed this paper, began with the observation that some one had said that the finding of adulterations was frequent only because people were looking for them. The principle underlying this statement was, he said, applicable to a vast majority of human achievements. The sluggard found nothing, his coffers were usually empty and the world was no better for his having lived in it.

In order to arrive at a proper understanding of the amount of adulteration in chemicals it was necessary to clearly define what was meant by adulterations. Gross, deliberate sophistications of chemicals by manufacturers, jobbers and brokers did not in Mr. Kebler's experience amount to 1 per cent. If, however, those chemicals were classed as adulterated which did not conform to well recognized standards of quality or which fell below the professed standards under which they were sold, approximately 25 per cent. were adulterated. By recognized standards were meant those set by Krauch's book on "The Testing of Chemical Reagents" and by the United States, British and German Pharmacopœias and such self-imposed standards as are found on various manufacturers' labels. Such adulterations were due to a deficiency in strength in some cases and more often to the failure of the manufacturer to sufficiently purify his chemicals. The necessity for the adoption of such standards of quality as the books enumerated was clearly shown. Numerous examples of adulterations which had been found in important chemicals were given, and the conclusions of the author were: (1) Gross and deliberate adulterations do not amount to 1 per cent.; (2) chemicals that do not comply with the professed standards under which they are sold, including all hands except retailers', approximate 25 per cent.; (3) published reports indicated that retailers' chemicals fail to comply with the professed standards under which they were sold to a larger extent than obtains in all other hands combined.

**SCOPOLINE.**

This paper by Ernest Schmidt represented a continuation of the report made by the author to the association in 1892. The study of the constitution of scopoline was conducted along parallel lines to those which had proved successful in revealing the structure of tropine, tropidine, tropinone and related compounds. The author, however, arrived at the conclusion that the analogy, assumed for the purpose of rational investigation, was not upheld by the facts revealed by the experiments reported. Three lines of investigation were presented: (1) Attempts to remove the oxygen, (a) dehydration and (b) indirect reduction; (2) the distillation of scopoligenine, with zinc dust in an atmosphere of hydrogen resulting in the formation of pyridine; and (3) oxidation with (a) bromine (yielding scopoligenine), (b) with hydrogen dioxide (yielding an

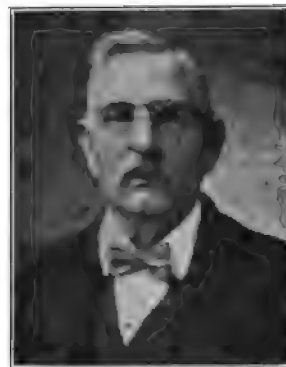
unstable oxidation product), and (c) with chromic acid (yielding among other substances an oxygen free base).

**THE INFLUENCE OF ALKALINE SUBSTANCES ON VARIOUS OXIDATION PROCESSES.**

These influences were discussed in the paper by Prof. Ed. Schaer, according to the nature of the oxidation, under three classes: (1) Oxidations produced by the salts of heavy, more particularly, noble metals (*e. g.*, Fehling's solution, etc.); (2) Intra-molecular oxidation (*e. g.*, gualac blue, quinone, benzoyl, peroxide, etc.); (3) Spontaneous oxidation with the formation of more stable and more highly oxidized products. The paper presented a résumé of the work done at the Pharmaceutical Institute of the University of Strassburg and elsewhere and published in journals and proceedings of several countries. The author concluded his essay with the statement that the activating influence of alkalis, even of the weakest ones, was so far reaching in processes of oxidation and auto-oxidation that their presence could no longer be ignored in chemical and pharmaceutical work.

**PLANT PIGMENTS.**

This monograph by T. W. Brande and Edward Kremers, of Madison, Wis., was the outcome of several years' work, which had its beginning in the discovery of thymoquinone, hydrothymoquinone and thymoquinhydrone in the oil of *Mouardu fistulosu*. The introductory part consisted of a historical review of the



P. C. CANDIDUS, Mobile, Ala., First Vice-President.

various hypotheses concerning plant pigments, practically all of which were based on little or no experimental evidence and equally devoid of an exact chemical basis. The first half of the paper proper was devoted to a chemical classification of all known plant pigments of known structure by referring them to their underlying hydrocarbons, and the classification of the latter primarily according to their degree of saturation. Some remarkable analogies had been revealed and generalizations as to color and constitution were given. The second half was devoted to a botanical classification of plant pigments, which not only gave some idea of the scope of the work done, but showed analogies that would be helpful in indicating the way for the future investigator. Still more, long known facts that had been waiting for a rational interpretation become transparent when observed from the point of view of the quinhydrone hypothesis. The paper was too long for publication in the proceedings, and was, therefore, only recorded in abstract form.

The report of the Committee on the U. S. Pharmacopœia, by A. B. Lyons, chairman, was read in abstract by Mr. Hallberg and discussed at some length by Leo Eliel, H. N. Martin, J. P. Remington and others.

Mr. Martin said that he had not had time to review the work carefully, but that he felt inclined to join in the universal chorus of approbation which had greeted its appearance. If, after his return to England, he should find it necessary to sing a solo which was not entirely in harmony with the chorus he asked the members to feel assured that it would be because of his great love for pharmacy and not for mere desire to find fault. He pointed out one or two faults, including

a paucity in the number of preparations. He pointed out particularly the evil of specification to which the Pharmacopoeia lent itself.

Professor Remington defended the work and explained the limitations under which the makers of it were compelled to labor. He replied to one of two criticisms which had been received and outlined the method pursued in collecting specific criticisms having real facts as a basis and not being mere matters of opinion.

Russell W. Moore, of the United States Customs, outlined the methods followed by the customs chemists in preventing the introduction of adulterated drugs into the United States.

Mr. Hallberg criticised the customs authorities and offered a resolution demanding increased stringency on the admission of drugs, etc., which was adopted after a minor amendment.

L. F. Kebler read a paper on Adulterated Chemicals, but on request eliminated certain references to the retail drug trade which were not based on personal experience. Testimony of several investigators who had examined large numbers of samples of drugs obtained from retail stores as to their high quality was given by H. A. B. Dunning, R. G. Eccles, C. H. La Wall and B. T. Fairchild.

Samples of several drugs were shown by Dr. True as having been grown by the Bureau of Plant Industry on an experimental scale, which in several instances was quite large, the crop of chenopodium now being gathered promising to amount to several tons. In this drug the yield promised to compare favorably with the financial results obtained in the growth of cotton and corn. Besides the chenopodium samples of the following drugs were shown: Tinnevely senna leaves, belladonna seed, digitalis seed, stramonium seed, hemlock seed, pyrethrum flowers, golden rod root, echinacea angustifolia seed, digitalis leaves and Ruellia ciliosa, an adulterant found in pink root.

The paper on Gelsemium by L. E. Sayre was referred back to the author for correction.

W. A. Puckner read his three papers in very brief abstract and the section adjourned to meet Friday afternoon.

#### THE COMMERCIAL SECTION.

The Committee on Commercial Interests met according to programme on Thursday afternoon with Chairman C. R. Sherman in the chair. His address was a bright, interesting and convincing plea for a proper regard for the commercial interests of the pharmacist by the association. The section then took up a series of papers received in reply to the seven questions sent out by the chairman.

The authors of these papers were E. G. Eberle, Hy. P. Hynson, B. E. Pritchard, G. G. C. Simms, S. L. Cain, A. Fly and A. Alexander. The paper by Mr. Pritchard was a most cleverly worded and ample plea for the commercial aspect of pharmacy. His satirical references to the ultra-professionalism of several recognized leaders in ethical pharmacy called forth frequent applause and hearty laughter.

In discussing these papers Dr. W. C. Alpers made an able and cogent defense of professionalism in pharmacy, pointing out that all professions were practiced as a means of livelihood, and assuring the members that a proper admixture of professionalism with sound commercial judgment was a paying proposition, and that on this ground alone and not on that of purely ethical considerations professionalism was a good thing for pharmacists to adopt.

Mr. Hallberg said that it was unfortunately not always true that professionalism paid. The professional pharmacist needed to be an emulsion, combining two incompatible substances in a smooth and uniform mixture. He said that nothing riled his pharmaceutical cuticle more than to see tables and chairs provided for serving soda. He heartily congratulated Mr. Alpers upon having been able to conduct his emporium without resorting to this reprehensible device. The *haute volée* would be quite willing, he felt sure, to pay double price for their soda and subject themselves to the inconvenience of standing in order to partake of their refreshment in such elegant surroundings.

Leo Eliel recited his own experience, showing that while he had started without cigars, etc., he had found it easier to carry

a small stock of these and some similar sundries than to explain why he did not carry them.

N. H. Martin, of Gateshead-on-Tyne, explained the method adopted by him in the matter of discouraging the sale of proprietary preparations and said that it was a disgrace to pharmacy and to English civilization that £80,000,000 should be spent profitably in advertising one little pill. He blamed pharmacists for much of the vogue of patent medicines because they had permitted their names to be used in their introduction.

A running discussion of the queries resulted in the presentation of a resolution by Geo. J. Seabury inviting the active cooperation of all pharmaceutical organizations in the work of the commercial stations.

Hy. P. Hynson, of Baltimore, was elected chairman; H. D. Kniseley, of Indian Territory, secretary, and L. Wilcox, Waterbury; J. W. T. Knox, Detroit, and C. A. Rapelye, associates, after which the meeting adjourned.

#### PRACTICAL PHARMACY AND DISPENSING.

The first sitting of the Section on Practical Pharmacy and Dispensing was opened Thursday night by the chairman, C. A. Rapelye, whose address dwelt on the questions concerned in the section. A paper on prescription counter arrangement was read by W. F. Kaemmerer. It was discussed by W. C. Alpers, L. C. Hopp, Leo Eliel, Hy. P. Hynson and F. E. Fisk.

A combination percolator and separator was described in a paper by H. M. Gordin, also a method of extraction with hot alcohol. These two papers were discussed by Messrs. Caspari, Hallberg and Stevens. Practical Suggestions Based on Long Experience was the title of a paper by G. C. C. Simms, Washington.

The following were nominated for officers for the ensuing year: Chairman, W. C. Alpers; secretary, H. A. B. Dunning; associate, W. O. Gross; after which the section adjourned.

#### PRESENTATION TO MR. HYNSON.

H. F. Allen, representing Hance Bros. & White, Philadelphia, and Mr. Brownley, representing Horlick's Food Company, Racine, Wis., were appointed a committee to raise funds from the exhibiting firms for the purchase of a present for Hy. P. Hynson, of Baltimore, chairman of the Exhibition Committee. The idea received hearty support and two handsome articles of jewelry were bought. One was a watch fob in the form of an Elk emblem with lodge and number and set in the center with a diamond. The other article was a handsome pair of diamond set cuff links. These were presented to Mr. Hynson on Friday.

#### THE CONFERENCE OF FACULTIES.

The American Conference of Pharmaceutical Faculties met on Tuesday afternoon, September 5, at three o'clock. In addition to the ordinary routine business the conference sent a message to the Association of State Boards of Pharmacy inviting that association to a joint conference for the discussion of matters of common interest. In response to this call a joint meeting of the two bodies was arranged, which was held at 11.30 o'clock Wednesday morning. There was a large attendance of both the State boards and the schools, and it was agreed that hereafter joint meetings of the two bodies are to be held annually. A committee of five was appointed to make arrangements on the programme of next year's meeting for this joint meeting of the schools and the boards, and to prepare the business to be submitted to that meeting. The committee consists of Oscar Oldberg, Chicago, chairman; George B. Kaufmann, Columbus, Ohio; I. A. Keith, Lake Preston, S. D.; Z. B. Hopkins, Brandon, Vt., and F. B. Lillie, Guthrie, Okla. The third sitting of the Conference of Faculties took place on Thursday afternoon at three o'clock. At that sitting the report of the special committee appointed at Kansas City to propose requirements for the several pharmaceutical degrees conferred by various colleges was acted upon in the light of the action taken by the Section on Education and Legislation of the American Pharmaceutical Association the previous day, the whole subject being laid upon the table owing to the fact that the requirements adopted were unsatisfactory to a majority of the members of the conference.

The association will meet next year in Indianapolis, September 5 to 10.

## ILLINOIS STATE PHARMACISTS MEET.

**An Unusually Large Attendance—Text of the Resolutions Passed—Against Physicians Who Dispense—Opposed to the Reimposition of the Stamp Tax—Conditions in Illinois—Unanimously in Favor of Reaffiliation with the N. A. R. D.—Sentiment in Favor of Prerequisite Clause.**

Chicago, September 7.—Several matters of general interest came up at the recent meeting of the Illinois Pharmaceutical Association. The sessions took place at the Chicago Beach Hotel, and were attended by some 300 druggists, those who were present representing the best interests of the trade in all sections of the State. Among the resolutions passed was the following, which is directed against physicians who do their own dispensing:

*Resolved*, That we favor such legislation as shall require that the proper public officer, in case of death ensuing from disease or otherwise under medical attendance, when the physician in charge has himself dispensed his own medicines, shall issue the death certificate, instead of the attending physician, as now permitted by law.

Resolutions indorsing the Mann Patent bill, which will again be introduced at the next session of Congress, were adopted. The work of the State Board of Pharmacy was indorsed and support was pledged. The hope was expressed that the members of the board will hereafter be allowed to elect their own secretary without restraint.

## AGAINST THE REIMPOSITION OF A STAMP TAX.

The two resolutions which follow are also of importance to the trade in other cities:

*Resolved*, That the Illinois Pharmaceutical Association is unalterably opposed to the reimposition of the stamp tax upon proprietary medicines, as it would impose an unjust burden upon the retail druggists throughout the country, who are already paying more than their share of the Government revenues on alcohol, cigars, etc., and a reimposition of this tax on proprietary medicines would be a great hardship upon the retail druggists on account of the large number of proprietary articles which are manufactured by them. It is further

*Resolved*, That the secretary of this association shall be and hereby is instructed to mail a copy of this resolution to the chairman of the Ways and Means Committee of the National House of Representatives, the two Illinois Senators and each Representative in Congress from the State of Illinois.

*Resolved*, That we deem the dispensing of pure drugs as vital to the life and welfare of pharmacy, and, therefore, approve any and all measures calculated to suppress the adulteration of drugs and medicines, and we most earnestly commend the relentless prosecution by the proper authorities of all druggists and others who shall be guilty of these subversive practices.

## CONDITIONS WHICH PREVAIL IN ILLINOIS

are indicated in their protest:

*Resolved*, That as it was the manifest intent of the pharmacy act that registered pharmacists of the State should have full recognition in the appointment of members of the Board of Pharmacy, in that the act specifically requires that the Illinois Pharmaceutical Association shall annually recommend names to the Governor for appointment, we earnestly trust that such recommendation by this association will be given due weight by the State executive as against any merely partisan or political consideration.

Then as a general summary of the plan of work in the State and of the attitude of the organization toward the N. A. R. D., the following was passed:

*Resolved*, That we cheerfully and loyally reaffirm the action previously taken by this body at seven consecutive annual meetings, of declaring themselves to be affiliated with and constituting a component part of the great National Association of Retail Druggists.

*Resolved*, That in view of the careful, effective and far-reaching work accomplished by the N. A. R. D., and the earnest appreciation of the same by all the members of this association, we do by these resolutions most urgently call upon all the druggists of this State to co-operate in every practical way with the executive officers of the N. A. R. D. in order that the National Association's efforts may result in a still larger measure of trade improvement and individual well being.

*Resolved*, That the support of the legitimate price maintaining retail drug trade is due all drug jobbing firms that sustain no business relations of any kind with dishonest, trade demoraliz-

ing dealers, that do not sell proprietary medicines or other medicinal supplies to general stores in territory where there are drug stores, and that do not supply physicians with pharmaceutical products, thus interfering with an important subdivision of the pharmacist's trade.

*Resolved*, That the campaign of education carried on by Notes and other National Association instrumentalities favoring a return to scientific pharmacy and materia medica be and the same is hereby indorsed, with the recommendation that the N. A. R. D. convention in Boston go on record as espousing the reforms already mapped out by the Council on Pharmacy and Chemistry of the American Medical Association.

*Resolved*, That this association stands pledged to the idea of pure drugs and a rigorous enforcement of the laws relating thereto, and we further pledge ourselves to be earnestly in favor of such additional legislation, both State and Federal, as will meet all reasonable and just demands for measures that will insure the purity and standard of drug and food products.

*Resolved*, That it is the sense of this association that the N. A. R. D. should assist in preparing and presenting to the National Congress the next pure food and drug bill that is submitted, co-operating with and aiding all legitimate forces that are organized to protect the public against the consumption of deleterious substances in either food or medical supplies, at the same time exercising diligent care that the reasonable and just rights of manufacturers of honest products are not in any way abridged or disregarded.

*Resolved*, That we commend in highest terms the heroic and far sighted action of those proprietary medicine manufacturers who have adopted the direct contract serial numbering plan of marketing their goods and that we earnestly request all other proprietors to adopt this plan, to the end that their goods may likewise become profit winners in the hands of co-operating retailers.

*Resolved*, That we declare it to be our solemn conviction that manufacturers of proprietary medicines and food products who ask more than \$2, \$4 and \$8 a dozen for 25-cent, 50-cent and \$1 sizes, respectively, want the lion's share of the profit from said goods and are disregardful of the just claims of retail druggists to a fair and remunerative compensation for their services.

*Resolved*, That the president of this association be and he is hereby instructed to appoint delegates to represent the I. Ph. A. at the seventh annual convention of the N. A. R. D., which is to be held in Boston, Mass., next month, and that the said delegates are authorized to pledge the support of this association as a whole and its members individually to carry out any and all measures which, in the wisdom of the assembled representatives of the retail drug trade of America, are deemed best calculated to advance the interests of commercial pharmacy.

President Herman Fry was in the chair. Thomas V. Wooten, national secretary, read an address regarding the work of the N. A. R. D.

## THE ELECTION OF OFFICERS

resulted as follows:

President—Christian Garver, Bloomington.  
First Vice-President—H. C. Porter, Rockford.  
Second Vice-President—John J. Boehm, Chicago.  
Third Vice-President—Jos. E. Huber, Peoria.  
Secretary—R. N. Dodds, Springfield.  
Treasurer—Geo. C. Bartels, Camp Point.

## FOR THE PREREQUISITE REQUIREMENT.

W. B. Day introduced the following at the meeting, and it was passed without a dissenting vote:

*Whereas*, The object of all pharmaceutical legislation is to promote sufficient special training for pharmacy, and

*Whereas*, The progress of medical science carries with it greater demands upon the pharmacist than ever before, and

*Whereas*, The recent pharmacopœias of all countries require more extended technical education for their proper interpretation and observance, and

*Whereas*, In view of these considerations, the States of New York, Pennsylvania, Wisconsin, Ohio and South Dakota have already advanced the educational requirements for registration in pharmacy beyond the existing requirements in Illinois; therefore, by the Illinois Pharmaceutical Association, be it

*Resolved*, That the Board of Pharmacy of Illinois be requested to take such action toward increasing the requirements for the registration of registered pharmacists, under section 4 of the pharmacy law of the State, as may place this State upon an equality with the States named, to as great an extent and at as early a date as may by the said board be deemed practicable.

It is expected that there will be a conference of the representative pharmacists, teachers and board members of the State to decide upon the best course to be taken.

**Kansas Board Pass List.**

The second quarterly meeting of the Kansas State Board of Pharmacy was held at Ottawa, Kan., August 23, 1905. There were 54 applicants present to take the examination. Sixteen passed and were registered as follows: C. A. Hess, Humboldt; Mollie B. Foster, Selden; Lon Goddard, Dodge City; J. C. Hynda, Neodesha; R. S. Lynn, Chautauqua; John A. Campbell, Parsons; A. B. Webber, Wichita; Robert A. Eaton, Gem; Dillon B. Haworth, Dexter; Harry C. Jordon, Coffeyville; Daisy S. Youngberg, Osawatomie; J. E. McGrath, Pomona; Henry B. Johnson, Pomona; J. E. Smith, Lyons.

The following were registered as assistants: J. A. Sage, St. Marys, and Louisa R. Bueford, Nickerson.

Following are the names of those who were registered during the last quarter by virtue of being graduates from recognized schools of pharmacy: A. J. Clark, Marysville; James L. Shoemaker, Kirwin; Roy L. Sanford, Lecompton; Dale D. Miller, Topeka; Le Roy M. Williams, Topeka; Wm. D. Laney, Iola; Erwin B. Bennett, Sabetha; John A. Cramer, Independence; Willard C. Hines, Kansas City; Harry W. Lahr, Sabetha; Waltz B. Tribble, Independence; Omer Goyette, Valley Falls; Julian Jenkinson, Gaylord; Sidney L. Lee, Kansas City; Charles W. West, Wichita; Walter Reese, Newton.

Following are the names of those who have been restored to the register during the last quarter: John Henrietta, St. Marys; E. T. Case, Kansas City; C. L. Katz, Madison; H. W. Spangler, Perry; Cecil F. Wiswall, Syracuse; W. Hinkle, Junction City; J. R. Jay, Wichita.

The next meeting of the board will be held at Hutchinson, Kan., November 15, at 9 o'clock a.m. Persons desiring to take the examination should notify the secretary, W. E. Sherrieff, Ellsworth, Kan., at least five days before the date of the meeting.

**Annual Meeting of Utah Association.**

After a two days' convention in Salt Lake City, part of which was devoted to pleasure, part to business, the Utah Pharmaceutical Association brought the proceedings to a close with a splendid banquet at the Commercial Club. The convention was the first the association has held in ten years. Clem Schramm was unanimously elected president; S. W. Badcon, of Ogden, first vice-president; Ben F. Riter, second vice-president; George W. Luft, secretary; Joy H. Johnson, F. B. Hurlburt, Alex. Hedquist, jr., John H. Bishop, J. W. Culley, W. W. Cranford and M. D. Howlett, members of the Executive Committee.

The question of the formation of an interstate pharmaceutical association came up for discussion. It was generally understood that the motion to form such an organization would carry, but the suggestion that the matter be referred to a committee to investigate and report later was adopted. Ogden was the place chosen to hold the next annual convention of the association.

**Detroit College's Pharmacy Department Discontinued.**

The pharmacy department of the Detroit College of Medicine has been dropped. This action was decided upon, according to Dr. George Suttle, a member of the faculty, at the last meeting of the trustees. At the head of the teaching staff was John E. Clark, and those associated with him include, besides Dr. Suttle, Franklin H. Frazee, W. G. Rankin, W. H. Allen, James W. Knox, Franklin S. Stevens, George W. Hill and George E. Clark. Many of the students who were juniors last year will go to the Michigan College of Medicine, as that institution has been bidding for the trade, as one of the former teachers put it.

**Next Meeting of the Vermont Board.**

The next meeting of the Vermont State Board of Pharmacy for examination will be held at the State House, Montpelier, Wednesday, October 4, 1905, at 10 o'clock a.m. Applications for examination must be made to J. G. Bellrose, secretary, Burlington, Vt.

**Tri-County Association Meeting.**

The fifth annual meeting of the Tri-County Druggists' Association, comprising druggists of Cayuga, Cortland and Tompkins counties, N. Y., was held at the Auburn end of Owasco Lake on August 10. The Tompkins County Druggists' Association celebrated its twenty-first anniversary at the same time and place. According to a compact, made some years ago, it was Cayuga County's turn to entertain their friends from Cortland and Tompkins counties, and this they did very successfully.

The election of officers, which took place at A. H. Hamilton's cottage on Owasco Lake, resulted as follows: President, Frank Smith; treasurer, W. H. Signer; secretary, A. Z. Wright. The old Executive Committee, consisting of Judson B. Todd, of Ithaca; C. B. Sears, of Auburn, and C. F. Brown, of Cortland, were re-elected.

**Eastern Pennsylvania Druggists Meet.**

The League of Eastern Pennsylvania Retail Druggists' Association held its annual meeting last month in the Lebanon Business College. Dr. Charles E. Boger, of Lebanon, Pa., presided, and addresses were made by Drs. J. H. Redsecker and Joseph L. Lemberger, P. M. Ziegler, of Reading, and Dr. Knouse, Harrisburg. The annual election of officers resulted as follows: President, W. O. Frailey, Lancaster; secretary and treasurer, Charles Donough. C. E. Boger was elected chairman of the Executive Committee, composed of President Frailey, George Dengler, Reading; Henry Peters, Allentown, and N. A. Cozens, Philadelphia.

**South Dakota Association Elects Officers.**

The South Dakota Pharmaceutical Association held its annual meeting and outing at Aberdeen, S. D., last month. The following officers were elected: President, W. F. Michels, Willow Lakes; first vice-president, George C. Sabin, Redfield; second vice-president, Dr. Crosby, Hitchcock; secretary, E. C. Bent, Dell Rapids; treasurer, A. A. Woodward, Aberdeen. The next annual meeting will be held in Sioux Falls.

**Maine Druggists Have Outing.**

The twenty-fifth annual outing of the Cumberland County (Maine) Pharmaceutical Association was held at Long Island on August 24. About sixty members were present. In the morning a rattling game of baseball was played between two nines captained by Edward W. Murphy and Charles Fields. At 1.30 a shore dinner was served at Cushing's which was greatly enjoyed. After dinner reports of various kinds were read.

**For Pure Food Campaign.**

This is pre-eminently the age of "movements," some useful, some not, and some betwixt and between. One of the most recent, most interesting and most promising is a movement of food packers and dealers which has for its objects the improvement of the food standards and the enactment of such legislation as may be required to bring the interstate traffic in food products under proper regulation and secure uniformity of action in the various States. This movement of packers, manufacturers and dealers, which has taken form and substance under the name of the National Food Manufacturers' Association, incorporated under the Illinois laws, with offices in the First National Bank Building, Chicago.

The officers of the association are: President, O. L. Deming, Chicago; treasurer, Frank C. Rex, New York; secretary, Thos. E. Lannen, Chicago.

The Executive Committee of the National Food Manufacturers' Association is a strong and well selected body of business men. It comprises T. J. Carroll, of Slade Gorton & Co., one of the largest packers of salt fish in the country, Gloucester, Mass.; J. B. Reichmann, president National Starch Company, Chicago; B. L. Kimball, of American Fruit Products Company, Rochester, N. Y.; W. A. Wagner, of Martin Wagner Company, one of the oldest and most widely known fruit and vegetable packers in the country, Baltimore, Md.; Frank C. Rex, of Austin, Nichols & Co., New York City.

## METROPOLITAN ASSOCIATION MEETS.

**Review of Work of Executive Board—Move to Do Away with General Eastern Office and Deal Directly With Headquarters—Objection Raised to Granting Special Privileges to Kings County—Delegates to the Boston Meeting.**

The first general meeting of the Metropolitan Association of Retail Druggists after the summer recess was held on Friday evening, September 1, at the New York College of Pharmacy, 115 West Sixty-eighth street. About 50 members faced President Anderson when he called the meeting to order at 10 o'clock p.m. After the minutes of the previous meeting had been approved as read by Secretary Swann, Treasurer Rosenzweig reported receipts, \$1,674.50; disbursements, \$1,288.82, leaving a balance in the M. A. R. D. treasury of \$390.68.

Secretary Swann then outlined the work accomplished by the Executive Board at the ten meetings which had been held during the summer and details of which have been published from time to time. He called particular attention, however, to the following resolutions, which were adopted by the Executive Board at its last meeting prior to this general meeting of the M. A. R. D.:

*Whereas*, The M. A. R. D. is now well and harmoniously organized and perfectly capable of self-government and to conduct the future work of the organization; be it, therefore,

*Resolved*, (1) That, in accordance with the terms of the agreement entered into between the N. A. R. D. and the M. A. R. D., we now elect from the 1st of September, 1905, to conduct the business and affairs of our organization through our Executive Committee and their officers, and to deal in all matters directly with the Chicago headquarters of the N. A. R. D.

(2) That the dues for members of the M. A. R. D. shall continue at \$8 per calendar year per capita.

(3) That the plan of organizing the boroughs of Manhattan, Queens and Kings, Richmond and the Bronx shall be as follows: In Manhattan and the Bronx the district plan shall be continued, and out of the dues \$4 per capita shall be remitted to the N. A. R. D. and \$4 remain in the treasury of the M. A. R. D.

In Queens the plan of organization shall be the same as in Manhattan. In Kings the organization work shall be conducted by the Kings County Pharmaceutical Society under the auspices of the M. A. R. D., and of the dues \$8 per capita shall go to the treasurer of the M. A. R. D., who in turn shall remit to the N. A. R. D. the usual \$4 per capita, the remaining \$2 per capita shall be turned over to the treasurer of the Kings County Pharmaceutical Society.

(4) That the druggists in Kings County who do not desire to become members of the Kings County Pharmaceutical Society shall be organized into separate branches of the M. A. R. D.

(5) That subscription to the Notes of the N. A. R. D. shall be optional with the members of the M. A. R. D.

(6) That the Executive Committee of the M. A. R. D. shall, for the purpose of carrying on the organization work in Greater New York, employ as many organizers and at such salaries as they may from time to time deem proper and the local situation and the good of the cause demand. And be it further

*Resolved*, That we take this opportunity to renew our pledges of loyalty to the N. A. R. D., and that we most heartily commend the work done in Greater New York by the N. A. R. D. and its representatives.

These resolutions were about to be put to a vote for the adoption of same when Mr. Bischoff entered a protest against that part of them which referred to how the organization work was to be carried on in Brooklyn and to the \$2 per capita remittance to the treasurer of the Kings County Pharmaceutical Society. Although present at the meeting of the Executive Committee adopting the resolutions, Mr. Bischoff said that the part relating to the Kings County Society was not clearly presented; he didn't understand why \$2 per capita should be returned to the Kings County Society; the resolution itself did not state, and he wished to have the matter explained. In the form as presented he didn't think that part of the resolutions would be acceptable to the N. A. R. D. headquarters in Chicago.

"Kings County," said he, "has no right to be on that footing, and bear such a relation to the N. A. R. D. If it has, then, any other association has the same right. Why have two or three organizations? There should be no special privileges to Kings County; but if such privileges are given, then why not give them to Manhattan, Richmond and the Bronx boroughs."

Mr. Diamond explained that the object in returning \$2 per capita to the Kings County Pharmaceutical Society was to pay Kings County for the organization work it does.

O. C. Kleine, of the Kings County Society, said that there were from 735 to 740 stores in Brooklyn, representing about 650 proprietors, and of this number about 500 were members

of the Kings County Society. Mr. Kleine said that the society had canvassed for signatures at its own expense.

After some further discussion the resolutions were adopted.

The following were chosen delegates to the N. A. R. D. convention in Boston:

## REGULAR DELEGATES.

Boroughs of Manhattan and Bronx—A. Katzman, A. B. Baltzy, W. B. Montgomery, H. Walter, Otto Lowe, A. B. Bischoff, W. Roehen, C. H. Lowe, C. Bernstein, S. V. B. Swann, Peter Diamond, Joseph Weinstein, B. J. Lauer, Jacob Diner, A. C. Searles, W. C. Alpers, R. B. Robbins and B. T. McKane.

Borough of Brooklyn—Wm. C. Anderson, B. Rosenzweig, John C. Wischerth, W. F. Maas, L. Friedman, A. E. Marsland, A. E. Hegeman, J. H. Rehfuess, C. E. Hennerstein, C. L. Gesell and Adrian Paradis.

Staten Island—James Feeney.

## ALTERNATES:

Manhattan and Bronx—J. Jacobsohn, M. Zagat, W. Hauenstein, J. L. Lascoff, R. Lehman, W. F. Rawlins, Mr. Wasself, A. L. Merin, Ross McElroy, J. J. Kayser, H. Eisentrager, J. H. Morey, Mr. Reinhart, W. H. Porry, R. R. Smith, Rudolph Pay, F. W. Carpenter and E. Agatson.

Brooklyn—C. O. Douden, T. D. McElhenie, J. L. House, E. Krausche, C. Mittenzweig, H. J. Kempf, H. W. Eames, W. Bussenschutt, R. Ukrainczyk, T. H. A. MacDonald and M. Schwarz.

Staten Island—Louis Axt.

## DELEGATES GO UNINSTRUCTED.

Mr. Anderson was made chairman of the delegation with power to fill vacancies. On motion of Mr. Swann it was decided that the delegates should go to the convention uninstructed. A motion by Mr. Diamond was adopted authorizing Secretary Swann to furnish badges for the delegates. Mr. Swann has engaged 40 rooms at the Hotel Lenox for the Greater New York delegation. The delegations will start at 10 a.m. September 18, via the New York, New Haven & Hartford Railroad. The usual rate of a fare and one-third has been made.

## THE FEATURE OF THE MEETING

was the following resolution, which was introduced by Peter Diamond, and which was decided upon at a meeting of the Executive Committee prior to the general meeting:

*Whereas*, The M. A. R. D. is now fully capable of conducting its affairs in Greater New York; therefore, be it

*Resolved*, That as far as the M. A. R. D. is concerned there is no need of continuing the Department of the East of the N. A. R. D. in this jurisdiction, and that hereafter all matters be investigated and acted upon by our Executive Board.

This resolution caused quite a stir. Mr. Swann read part of a letter from Dr. Noel, of Chicago, showing the Chicago headquarters to be in favor of the M. A. R. D. taking the same position as associations in other cities. Colonel Duble was asked to say something. He remarked that the resolution so far as it related to the M. A. R. D. taking charge was satisfactory, but the Department of the East could handle matters that the M. A. R. D. could not. He requested Secretary Swann to read all of Dr. Noel's letter, but Mr. Swann refused. Mr. Montgomery thought the M. A. R. D. was not yet strong enough to stand alone. Dr. Alpers questioned whether the local association's finances were strong enough to employ men and carry on the work without the Department of the East. Furthermore, if the resolution were adopted, he said, it would look as if the M. A. R. D. lacked confidence in the national body, which would set the whole work back. Dr. Alpers moved to table the resolution until after the Boston convention. The motion was heartily applauded.

At Mr. Diamond's request, however, Dr. Alpers temporarily withdrew his motion so that the former might explain the resolution. Mr. Diamond said in substance that up to that time the work had been done by the Department of the East. He thought it time for the M. A. R. D. to do all the work. He also intimated that certain things had been "kept" from the M. A. R. D., that the latter had not been advised of all that was going on. The association, he said, wanted first hand



information and to be in a position to say what should or should not be done. Mr. Lauer remarked that the issue was "home rule in local affairs. We do not wish to dictate to the National Association about its Department of the East," he said, "but we do wish to know what action has been taken in all cases."

Dr. Alpers stood firm and renewed his motion to table. The motion was put to a vote and passed. Mr. Lauer gave notice that he would bring the matter up at the first meeting after the Boston convention.

#### Alleged Drug Swindler Caught.

Through the arrest recently at Latonia, Ky., of E. B. Morse, the postal authorities think they have put an end to some alleged swindling operations that have been carried on quite extensively throughout Indiana, Ohio and Kentucky for some time. The victims of Morse have in the main been druggists and supply houses. Several of the latter have been heavy losers. Several large wholesale drug firms of Cincinnati and other cities are said to have been victims of Morse's operations. His method with these firms was to send in orders, paying cash until his credit was well established. He would then secure a quantity of goods on credit that he would close out rapidly. He would then disappear or change his name.

### Obituary.

#### CHARLES L. CUMMING.

Charles L. Cumming, an old and well-known wholesale drug importer, of Philadelphia, fell three stories through an airway in the building at 101 South Front street August 31, and received injuries which resulted in his death at the Pennsylvania Hospital. Mr. Cumming, whose place of business was at 32 North Water street, Philadelphia, was 72 years old and for many years had been blind. He was a Civil War veteran, having served four years as a hospital steward. After the war he started in the drug importing business and, though blind, had never missed a day from business in twenty-five years. He is survived by a widow and sister.

Francis Stowell, of Charlestown, Mass., for many years a well-known Boston druggist, and head of the firm of Stowell & Co., died at his home on August 23, from a complication of diseases. Mr. Stowell was born in Charlestown June 28, 1825. One of his ancestors stood with Warren at Bunker Hill, and another was the artist of the Columbia River Expedition. He attended the public schools, and then for a number of years was connected with the jewelry trade in Boston and Concord (Mass.). After this he took the drug manufacturing business of Samuel Kidder at 46 Main street, and had carried it on as a firm and corporation ever since. He was a Republican. He belonged to the Bostonian Society, the Training Field School Association, the Bunker Hill Monument Association, Charlestown Club; was a member of the corporation of the First Parish Church and the Warren Institution for Savings and was chaplain of King Solomon Lodge, A. F. and A. M. Besides his widow he is survived by two daughters. The funeral was held on August 25, and the burial was at Concord.

#### DIED.

**BAKER.**—In Boston, Mass., on Saturday, August 19, Albert M. Baker, in the fifty-ninth year of his age.

**BREWSTER.**—In Portland, Maine, on Thursday, August 24, Elmer A. Brewster, of Dexter, Maine, in the fiftieth year of his age.

**CUMMING.**—In Philadelphia, Pa., on Thursday, August 31, Charles L. Cumming, in the seventy-second year of his age.

**HANKINS.**—In Wilmington, N. C., on Sunday, August 20, Alfred G. Hankins, jr., in the twenty-ninth year of his age.

#### Credits for Empties

In connection with the editorial comment in the preceding issue we give the schedule of credits on acceptable empties which has been adopted by several jobbing firms of this city: One-pint bottles, 6 cents; 1-pint bottles, G. S., 12 cents; 1-quart bottles, 10 cents; ½-gallon bottles, 18 cents; 1-gallon cans, 15

cents; 2-gallon cans, 25 cents; 3-gallon cans, 35 cents; 5-gallon cans, 60 cents; ½-gallon acid bottles, 25 cents; 1-gallon demijohns, 25 cents; 2-gallon demijohns, 35 cents; 3-gallon demijohns, 50 cents; 5-gallon demijohns, 60 cents.

### Greater New York News.

Albert Plaut, of Lehn & Fink, returned last week from Europe.

John G. Steenken, of Battelle & Renwick, this city, returned recently with his family from a European pleasure trip.

There will be no meeting of the Manhattan Pharmaceutical Association this month, the date of the regular meeting happening to be the same as that of the N. A. R. D. convention in Boston.

William C. Westcott, of Atlantic City, local secretary of the American Pharmaceutical Association, paid a flying visit to the city last week.

A mass meeting of drug clerks has been called for September 13 at 10 p.m., in Terrace Garden, Fifty-eighth street and Third avenue, to proceed with the organization of the Greater New York Drug Clerks' Association. The association has issued a circular to drug clerks of this city inviting attendance.

P. J. Cristoph, a portrait sketch of whom was printed in the AMERICAN DRUGGIST for June 12, left New York September 5 for an extended trip in Brazil. Mr. Cristoph has secured the agencies for a number of American firms, including the Whittall-Tatum Company, Johnson & Johnson, the Horlick's Food Company and other well-known firms.

At an open meeting recently the New York Retail Druggists' Association denounced the methods of Bloomingdale Bros. in seeking to demoralize the drug trade by cut rates. A resolution was adopted asking members and their friends not to patronize the store and requesting other associations to take similar action.

Morris & Fay, counsel for the John D. Park & Sons Company, have filed a demurrer to the bill of complaint by Dr. S. B. Hartman, of the Peruna company, seeking to restrain the Park company from handling the complainant's preparations. Argument will be heard in the United States Circuit Court, Maysville, Ky., on September 14. Alton B. Parker is associated with Morris & Fay in the case.

Dodge & Olcott are now located in their fine new building at 87 Fulton street. The building, which runs through to Ann street, is a six-story and basement fire proof structure. It was built to meet the special requirements of the company and contains many improvements and accommodations that were not in the old quarters at 86-88 William street, where the firm had been located for over 40 years. The offices and shipping quarters are on the first floor of the new building, the second floor is occupied by the vanilla bean department and the other floors are to be used for storage and other purposes. A novel feature of the new building is an incline of a few inches in the floors toward the Ann street side, with two scuppers on each floor, so that in the event of fire the water would find a ready outlet, thereby reducing the damage.

Plans are being mapped out by the Committee on Arrangements and Entertainment of the N. W. D. A. for the annual meeting of the association in this city next month. The membership on the committee is so representative and of such a high standing that there can be no doubt as to the successful handling of these plans; they intend to make the proceedings and entertainment commensurate with the importance and size of the trade in New York. Every firm in the drug and allied trades is given an opportunity to contribute; considerable funds will be needed outside of the money derived from the sale of tickets. Checks should be sent to the chairman, Thomas P. Cook. The other members of the committee are William Hull Wickham, Dr. Wm. J. Schieffelin, Albert P. Ritchey, Chas. S. Littell, S. W. Fairchild, A. A. Stilwell, Thos. F. Main, Brent Good, John M. Peters, Clarence G. Stone.

**COLONEL DUBLE TO BE RELIEVED.****A New Man to Succeed Him as Manager of the Eastern Branch of the N. A. R. D.**

After the annual convention of the N. A. R. D. in Boston, Colonel J. B. Duble, it is understood, will be relieved of his duties as manager of the national association's Department of the East headquarters in this city. This decision, it is said, has already been reached by Chicago headquarters, but the official announcement of the change, as well as Colonel Duble's successor, will not be made until later. Colonel Duble has been manager of the Eastern headquarters since its establishment, a year or so ago, and the success of the N. A. R. D.'s campaign in this section during the last few months is due in a very large measure to his untiring efforts and to his ability as an organizer.

The contemplated change in the management of the Department of the East is in line with the policy decided upon some time ago by national headquarters in Chicago and also in accordance with Colonel Duble's suggestion that he be relieved of this work as soon as local matters in connection with the N. A. R. D., particularly the organization of the M. A. R. D., should assume such shape as to warrant a change. The M. A. R. D. is now on a good footing and the work of the Department of the East, which will be continued, will hereafter be more or less of a routine and clerical nature. While the *AMERICAN DRUGGIST* is not at liberty to mention the name of Colonel Duble's probable successor, it may be stated that the choice will undoubtedly be a man who has acquired a knowledge of local conditions and is therefore familiar with the situation here.

There is considerable organization work to be done in this and other sections of the country by the N. A. R. D., and Colonel Duble, who is about the only organizer available for this special work, will probably be assigned to it; but just what section or sections will receive his attention has not yet been announced.

**PARKE, DAVIS & CO.'S RENOVATED OFFICES.****Extensive Alterations at 90 Maiden Lane Conduce to Greater Comfort and Increased Accommodations.**

Extensive alterations in the local offices of Parke, Davis & Co. are now completed. Several departments have been rearranged and the space occupied by them has been enlarged. The whole interior of the company's building at 90-92 Maiden lane has been thoroughly overhauled and the changes are a very decided improvement. In fact, the firm can justly boast now of having one of the best arranged and systematized offices in this city.

Under the old arrangement many of the departments were cramped for room and had poor light, and those that should have been located close together were separated, thereby necessitating considerable running about by employees in such departments. All this has been changed by the improvements, and what is termed the "floating population" of the establishment has been greatly reduced.

**COLONEL FITCH HAS A HANDSOME OFFICE.**

On the first or main floor the office of Colonel Fitch, manager of the New York branch, has been materially enlarged, so that it now makes a very comfortable and spacious office. Assistant Manager S. H. Carrigan's office, or department, has been moved to the front of the building and adjoins that of Colonel Fitch's; Superintendent Carr's quarters have also been enlarged.

**MR. MARIAGER GOES UPSTAIRS.**

Cashier Mariager and his staff have moved to the second floor front, where Mr. Mariager has a very neat office, and his staff light, airy and cheerful quarters in an adjoining room. The space on the first floor formerly occupied by the cashier's department has been given to the special preparations depart-

ment; the latter's old location is now devoted to the uses of the Spanish or export department.

**MR. KAUFMAN GETS MORE ROOM.**

The importation department under W. B. Kaufman on the first floor has not been moved, but the space for it has been materially enlarged by moving the main partition out some three feet toward the center of the main floor.

On the second floor the old quarters of the gum department are now used by the bookkeeping department, while the former has taken the space formerly occupied by the invoice division. The gum department's quarters are all that could be desired; a special feature is the splendid light that is obtained in the new location. On the second floor also is the scientific and promulgation department, well-arranged file racks, and in the rear one of the stock rooms. An interesting feature of the latter is the arrangement of the shelves; each division has two rows of shelves back to back, with a passage between each division, but instead of being boarded up in the back between the rows there is a coarse wire netting which separates the two rows and allows free circulation of air, thus preventing the accumulation of dust.

**THE ORDER AND INVOICE DEPARTMENTS**

have been placed together in one large room on the third floor front, where the full benefit of the daylight is obtained. There is not a better lighted or more cheerful office in the city than this.

In addition to these changes the entire building has been rewired for electric lighting, the location of the toilets changed so as to make them more sanitary and modern, and a private room for the use of ladies employed by the company has been provided. In short, the home of Parke, Davis & Co.'s New York branch has been made thoroughly modern in every respect. The alterations were made under the supervision of the firm's architect, who came from Detroit specially for this purpose.

**WESTERN NEW YORK.****New Price Schedule Working Satisfactorily—Reorganization of the Erie County Associations Makes Little Change—N. A. R. D. Organizer Busy in Buffalo—No Summer Outing for Buffalo Druggists, Too Busy.**

(From our Regular Correspondent.)

Buffalo, Sept. 6.—The most reassuring reports come from the price agreement. There is said not to be any price cutting now and there is no indication of a new outbreak right away, for everybody appears to have become very sick of selling goods at a loss, even on the plea that the plan was for the sake of the advertising thus obtained. It would be easy to sell everything on that plan, but the seller would naturally retire from business after a while. The reorganized association of city retail druggists has retained its chief committee, that of trade interests, with Dr. W. G. Gregory at the head, thus taking the same cue with it as with the officers of the old association; so it is not very likely that many of the members are feeling very different in it from the old feeling, with the exception that plans that were formulated then and put aside to mature have come to realization now and all is serene. No recent meetings have been held.

**N. A. R. D. ORGANIZER BUSY.**

R. H. Clark, the representative of the N. A. R. D., who has been in Buffalo some months lending his assistance in the movement against cut prices, is still at the work of obtaining membership signatures and has been very successful, having secured about 120 of the 150 members of the calling in the city. To his work is due in great measure the apparent success of the effort to obtain a price-list that is uniform. With the second precaution of a host of direct contracts with the manufacturers themselves the ground seems to be well covered.

"SMALL RUSTIFICATION NEAR AT HOME."

The Buffalo druggists seem to be too busy to find time for getting up the usual summer outing, and it looks as though the

affair would go over for the season. There is a great amount of small rustification near at home, all of which is very pleasant but not very favorable to the spending of time on picnics. There is quite a colony of druggists on the Canadian side of the Niagara, some of them living the summer through in tents, Dr. W. G. Gregory being one of these. S. A. Grove, of the State Board, is also located there and also A. C. Anthony, J. A. Lockie making occasional trips to the lake shore, 40 miles up, for family reunions. It is expected that the clans will be gathered together for a ball game over the possession of the Burt trophy cup, which was won last summer by the West Siders. The players are making themselves more and more solid every week by the volunteer games at the Delaware Park, in which a number of doctors take part, though since their late outing there has been a falling off, as some came to assist them in playing the game they gave on that occasion. It seems to be agreed that H. M. Anthony is about the star player in the bunch. As this game is a sort of safety valve in place of the bowling matches that are on all winter it is naturally asked if the enthusiasm is to go far enough to include football when the season with college athletes regularly passes over into that, but the druggists, champion bowlers or baseballists, are agreed that it is too strenuous. Let the boys keep their monopoly in that line.

This extension of the idea of drug athletics has proven a fine thing and it will be kept up right along, for it is conducive to good fellowship as well as good health. Some of the players are saying that they are willing to add tennis to the list, but the experts in that line are rather few. The idea of outing has been so in the air that not a few of the members have returned to playing croquet, and it looks as though an occasional light and airy member may be seen next winter with roller skates on when that sport is revived, as it is said to be sure to come this way. Stranger things than that have happened.

#### PENNSYLVANIA.

**P. A. R. D. Discusses Instructions to Delegates to N. A. R. D.—Situation in Philadelphia Very Encouraging—Successful Women Pharmacists.**

*(From our Regular Correspondent.)*

Philadelphia, Sept. 7.—At the meeting of the P. A. R. D. held September 1 the bulk of the business consisted in discussing instructions to the delegates to the annual meeting of the N. A. R. D. to be held at Boston September 18 to 22. Although the debate was prolonged nothing definite was arrived at. There are several matters which the local association wishes to bring before the meeting, and it is believed that whatever is presented by the home delegates will receive attention by the other members. The local association is one of the most progressive of the whole order. It has forged rapidly to the front, and the retail drug situation here is in better shape than in many of the other large cities. New members are admitted at every meeting. At the recent meeting two retail druggists were admitted, and it is understood that there are a number on the waiting list.

#### AN ACCESSION TO THE RANKS OF WOMEN PHARMACISTS.

Dora Rubin, of 547 North Third street, is one of the few registered women druggists of Philadelphia. She passed the recent examination before the State Pharmaceutical Examining Board held in Harrisburg. For four years Miss Rubin has owned a drug store at the North Third street address, and her brother has been associated with her in the management of it. During that time she has devoted many hours to hard study. Miss Rubin and Mrs. Anna B. Seldes, of 946 South Fifth street, were the only women from this city who passed the examination. They are warm friends, and each was as pleased when she heard that the other had passed the examination as she was over her own success. Mrs. Seldes is associated with her husband, who is also a druggist.

A. T. Pollard, Eleventh and Locust streets, left for Maine on Wednesday last. He will remain away until the meeting of the N. A. R. D. in Boston, where he will stop off to attend it on his return trip.

#### Pennsylvania Board Passes Many Pharmacists.

Harrisburg, August 31.—Charles T. George, secretary of the Pennsylvania State Pharmaceutical Examining Board, has announced the names of the successful candidates at the meeting in Williamsport last month, as follows:

#### REGISTERED PHARMACISTS.

Allen M. Rickert, Roy H. Holmes, John A. Klucher, of Harrisburg; William E. Galbraith, of Steelton; Simon A. Gaffney, Charles J. Meuser, John A. Betts, Robert C. McNeill, Alexander D. Macphee, William J. Baumgardner, Nelson F. Parker, Irving V. McWhorton, Henry Heyne, John H. Irmit, Gordon S. Brown, Clayton D. Rothermel, Henry A. Jones, Leonard Hughes, William B. Metts, Mahlon H. Yoder, Lee Boyce, O. E. Snodgrass, William J. Thomas, Edgar P. Swank, Samuel Gordon, Wade L. Swetland, Morris Marks, M.D., Solomon Rivella, Samuel Wohlgemuth, Anna B. Seldes, Dora Rubin, all of Philadelphia; T. C. Hohman, Adam E. Freyvogel, Thomas E. McLaughlin, Harry L. Thomas, all of Pittsburgh; Edward F. Waldschmidt, Charles W. Peters, John G. Elm, all of Allegheny; F. R. Coyne, R. E. Geberding, Hollidaysburg; Joseph W. Snyder, Lock Haven; Harry M. Gingrich, Reading; Herbert L. Richards, Plymouth; Frank E. Quayle, Sharpsburg; Frank E. Neely, Sewickley; Peter W. Faust, Leather Corner Post; Harry E. Lydick, Penn Run; William M. Knauss, Allentown; George C. Slack, Lock Haven; Lewis B. Myers, Lock Haven; Wesley R. Johnston, Butler; P. C. Currin, Berwick; William H. Spangler, Middleburg; John F. Croghan, Honesdale; Norman B. Shales, Berwick; E. S. Eckert, Williamsport; William C. Bear, Hawley; Maurice B. Runkle, Bellefonte; Clayton E. Martin, Lancaster; Stanley S. Stair, Moscow; H. Clay Good, Kittanning; Richard A. Harris, Luzerne; Harry C. Kleim, Bloomsburg; William C. Troxell, Emaus; William Baumeister, Scranton; Lionel C. Ernst, Scranton; Andrew A. Tunzinski, Nanticoke; Malcolm K. Linton, Mahanoy City; Mary E. Gould, Mansfield; Kate E. Newton, Shingle House; Edyth W. Williams, Plymouth; Anna P. Flanagan, Mahanoy City; Carl F. Carlson, Sheffield; John P. Parvin, Reading; Rudolph O. Schmitz, Erie; W. C. Cope, Greensburg; Edward L. Adelman, Hughesville; Chas. A. Kent, Erie; James J. Hoover, Greensburg; Elmer E. Hinkel, Mt. Carmel; Cyrus R. Siegfried, Warren; Karl V. Kerth, Chester; Albert J. Smith, Millville; Burton S. Renshaw, Lansford; Roy Warren, Elkland; Jefferson L. Miller, Reading; Herman O. Wedel, Dobbs' Ferry; Ray V. Agrellius, Youngsville; L. W. Pollard, Garrett; Kenneth L. Grange, Muncy; Samuel Landan, New York; Dudley B. Turner, Towanda; Robert B. Winkett, Brockwayville; Harrison A. Keiser, West Milton; John E. Bonner, Altoona; Harry L. Reick, Frackville; Wm. H. Uhler, Lykens; Robert A. Garrard, Butler; John C. Hertzler, Lancaster; Karl L. Bosch, Erie; William A. Glum, Parkesburg; Heber W. Youngken, Quakertown; William J. Thornton, Lenni; George R. Williams, Plymouth; Arthur G. Drake, Cambridge Springs; Joseph S. Lewis, York; Harry M. Smith, Tyrone; Samuel E. Barnes, Allegheny; Alfred H. Bevan, Frackville; Ward C. McLean, Cambridge Springs; Robert D. Swab, Girardville; Anna A. O'Dea, Scranton; Stella G. Hannon, Wilkes-Barre.

#### REGISTERED QUALIFIED ASSISTANTS.

Herbert B. Martin, J. V. Smith, G. B. Angel, Charles E. Miller, Philip Leof, all of Philadelphia; Elizabeth Fulton, Pittsburgh; Marl I. Means, Kittanning; Howard W. Gardner, Scranton; Edward A. Steck, Berwick; Allen C. Keim, Carlisle; Wallace Bauman, Warren; Nora V. Bundle, Mahanoy City; Dan H. Borlin, Greensburg; Harry J. Umlauf, Ashland; Warren N. Sautt, Easton; John F. Cleckner, Mifflinburg; Samuel Hollander, Braddock; Chester I. Ulmer, Williamsport; Robert G. Ileyolds, Canton; Martin F. Powers, Canton; J. A. Dean, Altoona; Ira G. Amsler, Franklin; Ralph T. Wolf, Indiana; Percy M. Davis, Scranton; Fred H. Hoose, Scranton; Raymond Hauser, Danville; Maurice T. Coakley, Shenandoah; John W. Corbin, New Albany; Guy H. Lucas, Mechanicsburg; Thomas Cox, Shenandoah.

The next meetings of the board for the examination of applicants for registration will be held in Philadelphia and Pittsburgh as follows: Saturday, October 14, and Saturday, December 30. This will close the examinations for this year.

## MASSACHUSETTS.

**No Successor to Chairman Ripley Yet Appointed—Criticism of the Statute Limiting Terms of Office of Board Members—Statement by a Member of the Board—Candidates for Examination to Be Quizzed on the New Pharmacopoeia After December 1.**

(From our Regular Correspondent.)

Boston, September 7.—It is thought that the Governor will be in no hurry to name a successor to Chairman Ripley, of the Board of Pharmacy, as Mr. Ripley may retain his office until his successor is appointed and qualified.

## CRITICISM OF THE LAW.

There is a growing opposition to the statute limiting the term of office of a member of the board, a member of which recently made the following comments upon this subject:

The fact is that the law was framed in spite, and it ought to be taken off the statute books. It not only limits the term of office to five years, but it makes a man who has been a good and valuable member for the Commonwealth ineligible to continue longer in its service, and it prevents a Governor from renominating a man who has been serving out an unexpired term, because he has had service on the board. There is only one office in the State whose term is limited to five years, and that is the State treasurer. There is no more reason why the Board of Pharmacy should be singled out and the term of office of its members fixed at five years than that the same limit should be put upon the Gas Commission, of which I think there is one gentleman—who knows more about this law as to the pharmacy board than anybody else—who would kick a good deal if a dose of his own medicine were applied to the limitation of his service for the Commonwealth. Now look at it. Chairman Ripley has only been upon the board a few months—since the resignation of Chairman Hoyt—and he has made so good a record that the Pharmaceutical Association recommended his reappointment at its recent meeting, naming him with Messrs. Snow, Wareham and Flynn, of South Boston, but under the law the Governor cannot appoint him for the full term of five years because he has already been a member. The fact is that law was framed to get the first chairman off the board, and Chairman Hoyt succeeded him. Then Hoyt resigned and that left the Governor in a strait.

The board, at its meeting held August 25, voted unanimously to examine candidates on the new revision of the United States Pharmacopoeia on and after December 1.

## PLANNING FOR A MONSTER MEETING.

**Unusual Energy Displayed by Local Committees—Visitors Will Be Agreeably Surprised at Completeness of Arrangements—Attendance Expected to Be a Record Breaker.**

Boston, September 6.—Favorable progress is being made by the locals in perfecting the arrangements for the coming N. A. R. D. convention in this city. A meeting of the Executive Committee took place last week, but the programme is not yet complete enough to be issued. Those in charge in this city are not yet fully informed as to the final plans of the home office, and so the exact time of holding the reception, among other things, is unknown.

## EVERY ONE A HUSTLER.

Chairman C. P. Flynn, of the Reception Committee, has made commendable progress and the committee is now made up as outlined in the last issue, of 100 of the leading druggists of Boston and New England. Mr. Flynn avers that every one of his century committee is a hustler, and they are at present engaged in canvassing their districts with a view of increasing the attendance from the New England States, and already reports of favorable progress are pouring in. Mr. Flynn, who may be addressed at the College of Pharmacy, is anxious to receive full and immediate information as to the number and route of arrival of each visiting delegation. This data will also be useful for other committees. Mr. Flynn states that it will be the endeavor of his committee to make each visitor feel at home.

## LADIES WILL BE WELL CARED FOR.

The Entertainment committees are enthusiastic over their work, and the Ladies' Committee has been reinforced by the addition of many ladies outside of Boston.

That the Printing, Press and Badge committees are also making commendable progress will be seen by the visitors on arrival.

Plans have just been perfected for the reception of 500 druggists at historic Lexington during convention week. A few days ago O. J. Seeley, of Lexington, took members of the committees of entertainment and reception to Lexington and Concord to arrange details. The party visited points of interest in both towns in an automobile. Besides Mr. Seeley there were Prof. Eli La Pierre, of Cambridge; Mrs. L. O. Wallace, of Jamaica Plain; C. H. Packard, of East Boston, and Mrs. L. H. Lewis, of East Boston.

## MARYLAND.

**Baltimore Will Be Well Represented at Boston—Will Travel in Style.**

(From our Regular Correspondent.)

Baltimore, September 7.—The Baltimore delegates to the annual meeting of the N. A. R. D., which will take place in in Boston September 18-23, are making arrangements for their departure. They may travel in company with the Pittsburghers, who will go in style, stopping *en route* at Washington and the Monumental City, to put in a day in each place sightseeing, and will sail on a steamer of the Merchants' & Miners' Transportation Company on the Saturday evening before the meeting. The Baltimore delegates are Charles Morgan, W. W. Cherry, R. E. Lee Williamson, M. S. Kahn and Owen C. Smith.

H. Lionel Meredith has resigned as secretary of the examining committee of the Maryland Board of Pharmacy for the reason that his private business affairs do not allow him sufficient time to devote to the duties of his office. He will retain membership in the board. Mr. Meredith also called a meeting of the Legislative Committee of the Maryland Pharmaceutical Association to consider the necessity for further pharmacy legislation.

## OUR CANADIAN LETTER.

**National Exhibition Opened at Toronto—Description of the Exhibits.**

(From our Regular Correspondent.)

Toronto, Canada, September 5, 1905.—The Canadian National Exhibition opened here August 29, to be continued until September 11. The attendance so far has been in advance of that of all previous years. The trade is well represented among exhibitors.

The E. W. Gillett Company, Toronto, displays an assortment of its specialties, including baking powder, perfumed lye, etc. Lever Bros., Limited, Toronto, have a large soap exhibit.

The Imperial Varnish & Color Company, Toronto, presents a varied and extensive showing of paints, varnishes, etc.

The Canadian Oil Company, Toronto, has a fine exhibit. A special feature of its collection is a *fac-simile* in paraffin wax of the drinking fountain presented by G. W. Childs, of Philadelphia, to the town of Stratford-on-Avon, England. The work, which is of its own manufacture, is about 7 feet in height.

John Taylor & Co. and the Sovereign Mfg. Company, both of Toronto, have tastefully arranged displays of perfumery.

## NOTES OF THE TRADE.

L. Shier, druggist of Orillia, Ont., has sold out to W. J. McFadden.

James Doan, of Kingsville, has disposed of his drug store to Lorne Shier.

J. D. Christmas, druggist of St. Thomas, Ont., is succeeded by F. W. Judd.

G. F. McDowell has purchased the drug business of H. E. Edy, Brantford, Ont.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, September 9, 1905.

Business in the several departments of drugs and chemicals has been fairly active since our last, but transactions generally were limited to jobbing quantities intended to supply immediate requirements only, as buyers and sellers are still apart in their views regarding prices. Opium has maintained its firmness and values show a further advance. Ipecac continues to advance in the foreign markets and attention has been centered upon the article in the local market for upward of a week. A strong buying movement has forced up prices and the tendency continues upward. Quinine is in moderate demand only, but is well held despite the lifeless appearance of the market. Alcohol has been again advanced owing to higher markets at producing points. Peppermint oil is easier and sales during the interval were at a fractional decline from the prices that were realized the preceding week. Taking the market as a whole conditions are regarded as satisfactory and the outlook for increased business when the active consuming demand sets in is considered very favorable indeed. The price fluctuations during the interval since our last report have been fairly equally divided between advances and declines, as will be seen below:

| HIGHER.            | LOWER.             |
|--------------------|--------------------|
| Alcohol,           | Menthol,           |
| Opium,             | Peppermint oil,    |
| Aloes, Barbadoes,  | Lycopodium,        |
| Haarlem oil,       | Grindelia robusta, |
| Japan wax,         | Yerba santa,       |
| Guarana,           | Quince seed,       |
| Silver nitrate,    | Brazil wax.        |
| Elder flowers,     |                    |
| Cassia oil,        |                    |
| Ipecac,            |                    |
| Cramp bark,        |                    |
| Calendula flowers, |                    |
| Blue vitriol.      |                    |

### Drugs.

Alcohol has marked another advance since our last, the revised range for grain standing at \$2.47 to \$2.49. The 2c increase in price followed the announcement of higher prices at producing points in the West. Molasses is obtainable at \$2.45 to \$2.47, while wood is held at 70c to 75c.

Balsams.—Cobaiba, Central American, is held and sales are making at 30c to 31c; Para is quiet but steady at 36c to 38c. Fir, Canada, is jobbing slowly at unchanged prices, or, say, \$3.10 to \$3.20; Oregon is steady at 70c to 80c, as to quantity. Peru is slow of sale, but values are well sustained at \$1.00 to \$1.10. Tolu is without quotable change at 20c to 22c, as to quality and quantity.

Barks.—Bayberry maintains its firmness owing to scarcity, and we hear of nothing offering at under 12c, with up to 14c asked, as to quality. Blackhaw, bark of root, is now available at 13c to 15c. Cascara sagrada, new crop, is offered more freely from primary sources and at comparatively lower prices, but spot stocks of old are maintained at 6c to 9c, as to age, quantity and seller. Cottonroot is held with more firmness, but 8c to 10c will yet buy. Cramp is in moderate demand and values are well maintained at 7c to 8c, with up to 9c asked in some instances. Sassafras is meeting with a good inquiry and values are steady at the quoted range of 12c to 15c. Wild cherry is generally quoted at 6c to 9c, as to quantity and seller, but we hear of sales at 5c to 7½c.

Buchu leaves, short, are less actively inquired for and supplies offer more freely at 13½c for yellowish and 16c for prime green.

Cacao butter sold at a fractional decline at the auctions in

London and Amsterdam last week and local values reflect the fluctuation, 28½c to 30c being now named for bulk.

Calendula flowers are in reduced supply and the tone of the market is firmer, with quotations showing an advance to 28c to 33c.

Cantharides, Russian, is held with more firmness owing to scarcity. The demand, however, does not exceed jobbing proportions at values within the range of \$1.25 to \$1.30 for whole.

Cassia buds have sold at an advance since our last, holders being influenced to demand higher prices by an improved consuming demand and diminishing supplies. The range is now 18c to 18½c.

Chamomile flowers, German, are in demand and values are well sustained at 9½c to 15c. New Roman have begun to arrive and quotations range from 24c to 25c. We quote prime old at 22c to 23c, though some inferior lots are offering down to 16c.

Codliver oil is receiving increased attention and values are firmer to the extent that holders of spot goods now insist on \$28.00 to \$30.00 for Norwegian, as to brand. Newfoundland is quiet and unchanged at \$20.00 to \$22.00.

Cuttle bone, jewelers' large, is scarce and wanted, and holders are firmer in their views, with 46c to 47c now wanted. Small is steady at 40c to 45c.

Dragon's blood has been in demand and we hear of sales of reeds at 43c to 45c, as to quality and quantity.

Elder flowers have advanced in the interval, quotations now standing at 11c to 12c for prime, as to quantity.

Ergot is maintained with considerable strength in the face of strong advices from primary sources, but the local demand is inconsequential and transactions continue limited to jobbing lots, for which 45c to 50c is paid, as to quality and quantity.

Glycerin has continued in good demand and values are steadily maintained at 12c to 12¼c for drums and 13c to 13¼c for cans, as to quantity.

Grindelia robusta offers more freely owing to increased receipts from primary sources of supply and spot quotations have been reduced to 12c to 15c.

Guarana is in light supply and wanted, with 56c to 57c named for whole and 60c to 62c for powdered, as to quantity.

Juniper berries are in fairly good demand and values show increasing firmness in sympathy with cable reports of higher markets abroad. We quote the range at 2c to 2½c.

Lycopodium has further declined in the interval, quotations now standing at 75c to 77c, as to quantity and brand. Continued competition among dealers and a slow demand, coupled with easier primary markets, are said to be responsible for the decline in values.

Manna, small flake, is in light supply and wanted, but values are unchanged from the previous range of 32c to 35c.

Menthol has been dull and unsettled, and prices are fractionally lower, cases being obtainable within the somewhat wide range of \$2.10 to \$2.25.

Opium appears to be working into a stronger position. Recent advices from Smyrna reporting heavy purchases at firm prices have influenced local holders to maintain very firm views, and at the close \$3.30 was named as an inside quotation on single cases, while broken lots were held at \$3.32½ to \$3.35, as to quantity. Powdered was very firm and nothing offered at less than \$3.65 to \$3.70, with some holders asking an advance of 10c on the figure named.

Quinine is finding only a moderate jobbing sale, but the market is firm, with manufacturers' quotations well maintained at the range of 20c to 25c, as to size of order, the inside quotation being for 100-oz. tins. Second hands are not over



well supplied with German, which is held at 19½c to 20c. Java has not varied in the interval from 19c to 19½c.

Saffron, Valencia, is finding a good consuming outlet at the quoted range of \$6.25 and upward, as to quality and quantity. Alicante is held and selling at \$4.75 to \$6.00, and American is maintained at the previous basis of \$1.10.

Senna leaves, Alexandria, whole, are offered less freely from abroad, and local holders are firm in their views at 17c to 18c.

Stramonium leaves have developed a firmer tendency in primary markets, but sales on spot continue to be made at 7½c to 8c.

Wax, Japan, is held with increased firmness and prices show a marked advance, 18c being now named as inside.

#### Chemicals.

Acetate of lime has been in good demand and values are well maintained at the previous range of 1.60c to 1.65c for gray and 2.35c to 2.40c for brown.

Barium chloride has been advanced in price owing to present scarcity and increased demand, coupled with a corresponding improvement abroad. Spot quotations are now \$34.00 to \$36.00 a ton, as to size of order.

Blue vitriol has remained in steady position since our last, with the inside quotation from manufacturers well maintained at 5.30c for car lots.

Citric acid has been fairly active and the market is maintained in a firm position at the quoted range of 38c to 38½c for barrels and kegs, respectively.

Cream of tartar has continued in fair demand and values are well sustained at manufacturers' quotations of 23½c to 23¾c for crystals.

Saltpetre, crude, is in reduced supply and firmer, and quotations have been advanced to 4.35c to 4½c, as to quantity, with jobbing sales reported at the higher range.

Silver nitrate has developed a firmer tone in sympathy with the metal, and manufacturers now quote at an advance to 39c to 42½c, as to quantity, the inside price being for lots of 1,000 ozs. or more.

Tartar emetic has been advanced in sympathy with the higher prices asked for antimony, and the present range from manufacturers is 24c to 25c for barrels, according to size of order.

#### Essential Oils.

Anise is dull, but the price remains steady at \$1.12½ to \$1.15.

Cassia is attracting more attention and some holders decline to sell at under 77½c, though we hear of sales of case lots at 75c.

Citronella is less actively inquired for, but dealers continue to quote 35c to 40c.

Clove maintains its firmness in sympathy with the position of the spice, cans being held at the range of 80c to 80½c, while sales of bottles were at 82½c to 85c.

Messina essences have developed no new feature, either as regards price or demand. The spot market is unchanged at \$2.10 to \$2.25 for bergamot, 55c to 66c for brown and \$1.70 to \$1.95 for sweet orange, as to quality and quantity.

Pennyroyal has continued in fair demand since our last and values are well sustained at the range of \$1.00 to \$1.25.

Peppermint is a shade easier and quotations are fractionally lower. Reports are conflicting, however, and while some spot holders quote \$2.25, up to \$2.40 is named by others. H G H is quoted at \$2.75, both on spot and in the country.

#### Gums.

Little of special importance has come to the surface in the market for druggists' gums since our last. Aloes of the different grades are maintained in firm position, Barbados being especially well sustained at 12c to 14c, while Caracao is firm at 5c to 5½c. The Cape variety is easy at 8c to 10c. Arabic sorts are in demand, and sales of single bales of amber are reported at 6½c to 6¾c. Asafoetida is finding a steady jobbing

inquiry at unchanged prices, or, say, 18c to 17c for good to prime. Camphor has sold from second hands during the interval at a fractional decline from refiners' prices, but it is difficult to obtain supplies of domestic refined at less than 68c to 68½c in barrels and cases, respectively. Japanese refined is now maintained at a higher range, or, say, 70c for ounce packages.

#### Roots.

Alkanet has eased off a trifle and stock is obtainable at a decline to 8c to 8½c.

Golden seal is pressing for sale, there being little or no demand experienced at the present range of \$1.20 and upward for spring dug, as to seller.

Ipecac has been the feature of this market since our last report. In response to cable reports of higher prices abroad dealers advanced their quotations until the lowest inside quotation was \$1.70 for either Rio or Carthagena, with little pressing for sale at the inside figure.

Jalap has developed a firmer tendency, and values are well sustained from the hands of dealers at 9½c to 11c.

Pink is less actively inquired for and holders are more free to offer at 26c to 30c.

Sarsaparilla, Mexican, is not inquired for to any extent, but prices are well sustained on the basis of 11c to 11½c.

Senega abates none of its firmness, and we hear of nothing offering at less than 62c to 64c.

Valerian, Belgian, is offered more freely to arrive, but holders of the limited available supply continue firm in their views at 6c to 7c.

#### Seeds.

Anise is held with increased firmness, the market for German being especially steady at 5½c to 6c.

Canary, Smyrna, is a shade easier, if anything, but prices are maintained at 5c to 5½c, while Sicily is held at 5½c.

Caraway is firmer, in sympathy with the primary market, and quotations are well maintained at 6¼c to 6¾c.

Celery has developed increased firmness, both here and abroad, and a good jobbing demand is reported in the local market, numerous parcels changing hands at 8c to 8½c.

Coriander continues to occupy a firm position, but values show no change from the previous range of 7½c to 7¾c for unbleached and 10c to 10¼c for bleached.

Mustard, German yellow, has developed an upward tendency, owing to reports of poor crop prospects. Holders, however, continue to quote 8¼c to 8¾c.

Quince is a shade easier and the revised quotations are 32c to 34c for German and 30c to 31c for Russian.

#### Effective and Inexpensive.

Druggists and stationers whose diary stock includes Huebsch's Year Book should not fail to secure some of the descriptive booklets which the manufacturer supplies free with the dealers' imprints. A large number of prominent retailers inclose the Year Book circulars with their mail during November and December every year, and they never fail to produce results. This sort of advertising is effective and costs nothing. Besides creating sales it has the virtue of impressing customers with the enterprise of the dealer, for an imprinted circular conveys the impression of having been produced by the druggist himself. We suggest this for the consideration of the trade who may correspond with B. W. Huebsch, 150 Nassau street, New York.

Hypnotist.—This subject is now completely under my control. None of you can rouse him from his hypnotic sleep. You can pull his hair, stick pins into him, take away his coat or his pocketbook.

Subject (starting up)—Stop right there! I'll let my hair be pulled out for a dollar a night, but if I'm going to be robbed, the ante must be raised right now.

## Opportunities for Export Trade

(Written for the American Druggist.)

### THE CONDITION OF PHARMACY IN ASUNCION, PARAGUAY.

BY WALDEMAR C. DE KORAB, AMERICAN VICE-CONSUL.

There are ten pharmacies in Asuncion, some of which are conducted as drug stores. The others handle only medical prescriptions and specifics. The principal importers are: Blanchet (Botica del Leon), Guanes (Botica y Drogueria Central) and Gruhn (Botica Alemana).

I have called, personally and by letter, on all pharmacies for data and information, which have been promised to me. I am indebted in this way to Mr. Mariotti (Botica de Victorio Mariotti & Cia) and Mr. Guanes (Botica y Drogueria Central), who furnished three photos of his place and some valuable particulars. Mr. Longo (Drogueria y Farmacia "El



Interior View of Drogueria Central, Asuncion, Paraguay.

Fenix," Domingo Longo y Cia.) declares his capital is 20,000 pesos, gold. His monthly receipts amount to 20,000 pesos, Paraguayan currency (about \$2,000, gold). He employs 11 persons. He imports directly from England, France, Germany, the United States, Italy and other countries. It is difficult to collate information, as there is some fear of competition, which is an indication that there is a good opportunity here for doing business with druggists, physicians, hospitals and the public, the best way to go about it being the establishment of an American drug store and dispensary in the city of Asuncion.

Mr. Guanes, a view of whose establishment is presented above, imports to the amount of about 2,000 pesos, gold, monthly. His monthly receipts aggregate 1,700 pesos, gold.

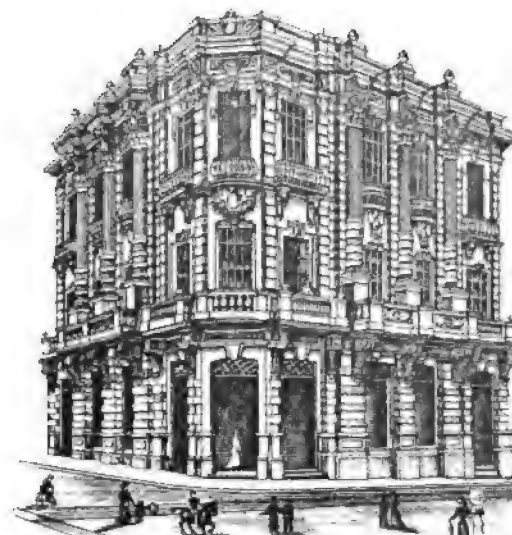
There are about 20 physicians in Asuncion. The foreigners among them, mostly Italians, are also importers of proprietary articles and sell medicines.

"Our apothecaries," says Mr. Mariotti, "ought to be the intermediaries between the physician and sick people and provide a guarantee against the mistakes of physicians, but such is not always the case."

Proprietary medicines and drugs in general are used to a considerable extent. A great many people imagine they cannot be in good health without the aid of some artificial specificum or household remedy. In the first place, are used the specifics of Grimaud, of Paris, and of Lanman & Kemp, New York, whose Sarsaparilla Bristol and Agua Florida are much used. Other articles finding ready sale are Bristol Pills, Scott's Emulsion, Brandreth's Pills, Pallano & Taorina Pills, Choot's Plaster, French wines. The drugs include iodine and iron

compounds, English effervescent salts, citrate of magnesia and preparations of mercury, quinine, etc.

Asuncion supports three hospitals, two of which are conducted by the "Hermanas de la Providencia," an order of nursing sisters. The other, La Asistencia Pública, is a munic-



Exterior of Ernesto Gruhn's Botica Alemana, Asuncion, Paraguay.

ipal institution with a great yearly subsidy. There is also a military hospital of which we cannot say much.

Perfumery of all kinds is used lavishly by the people.

Exportation is practically restricted to oil of petit grain (from orange leaves) and a little of the oils of bitter and sweet orange and banana. There might be more exported—*e. g.*, essence of lime, orange flowers, cassie farnesiana, peppermint, lavender, etc.—but the country is not yet sufficiently developed for this.

### Catalogues and Samples Wanted in Uruguay.

Señor Nicholas G. Gregg, librarian, Union Industrial Uruguay, transmits to the Department of Commerce and Labor a circular from that association inviting manufacturers to file catalogues and price-lists, with a view of placing them in the hands of consumers. The following circular accompanies the letter of Señor Gregg:

The Union Industrial Uruguay is an association established in Montevideo, Uruguay, on November 12, 1898, with the purpose of improving the national work.

The Government of this republic has, by decree dated June 26, 1903, declared that this corporation will be its assessor in all questions relative to manufacturing industry and in all those industrial affairs that may have some relation with the custom house revenue.

The offices of this association are situated in a very central place of this city. The corporation has a great number of members, also a library and a reading room. It has been decided that a section of foreign industrial establishments shall be annexed to the library and that steps shall be taken to obtain catalogues and small collections of samples, which shall be received free of charges to the association.

The catalogues shall be addressed to the manager of the Union Industrial Uruguay, Calle Junca 177, Montevideo, Uruguay, S. A., and they shall come accompanied by price-lists with all the discounts allowed on the goods, and the corporation will put the interested parties in communication with the manufacturers without charging commission or expenses.

## TRADE WITH SOUTH AMERICA.

## What Must Be Done to Extend American Trade—Lack of Mail and Transportation Facilities.

H. T. Willis, who is traveling in foreign countries to report on trade conditions as the special representative of the *New York Commercial*, furnishes that journal with an interesting letter from Rio de Janeiro under date of July 25, in which he points out some of the necessary steps to be taken in order to insure extension of United States trade with Brazil. Mr. Willis confirms and repeats important facts and renews suggestions contained in the letters of United States Special Agent Lincoln Hutchinson, which were printed in *Consular and Trade Reports* in the months of July and August, and which are given additional value and emphasis by the correspondent of the *New York Commercial*. The letter of Mr. Willis follows:

On looking into the trade situation I find that while our goods are on sale yet the German goods seem to predominate, and this applies to the general line of merchandise, but especially to hardware, electric supplies and machinery. The English trade shows some falling off, as it is stated that in textiles especially the English manufacturers will not meet the new conditions, will not manufacture the kind of goods which the people want, and in this way much of their trade has drifted away to the Italians, who are getting a strong hold on Brazilian trade, more especially in the south.

The question of German competition is a very important and very interesting one. I have in recent letters spoken of their activity in every branch of trade, their quickness to grasp a new field or a new possibility and the facilities they offer to customers in showing them samples of goods at their own doors instead of sending a lot of catalogues which half of the time are not understood. They have an army of salesmen all over the place, but the real progress of the Germans in this country is in the bigger things, where the moral effect is so great that the battle is half won. This is so important as affecting our interests that it is wise to go into particulars.

## OCEAN TRANSPORTATION.

The shipping question is receiving much attention just at present, the more so when we learn of the German activity. There is to-day an excellent service, both freight and passenger, from Hamburg to all the large Brazilian ports; and not content with this, an increased service has recently been arranged for, which provides six steamers of 6,000 to 8,000 tons especially adapted to this trade. Further than this, there are ways whereby the German merchant is enabled to deliver his merchandise cheaper to his customer, especially in the smaller ports, by a saving of the freights, and yet is apparently keeping to the conference rates.

The freight rates between the coast towns are excessively high—between Bahia and Victoria, for instance, almost as much as from New York to Para. This is the case all along the line, and it is easy to be seen that the object is to protect the Brazilian shipping. These local boats are all obliged to carry the Brazilian flag and therefore a through bill of lading from New York to one of the coast ports, which is not touched at by the direct line service, carries a freight rate nearly double the rate to the direct port, to say nothing of the transshipping charges, which are excessively heavy.

## ALERTNESS OF THE GERMANS.

Quick to see the opportunity, German capital has stepped in and has virtually acquired the control of the Brazilian line and has also put on a coast line of its own, but flying the Brazilian flag. It is possible that the actual rates of freight as they appear on the bill of lading represent the full figures, but it is easy enough to make rebates in Germany, which reduce the c.i.f. figures.

I am informed upon the best of authority that such a reason does exist, and the way for the United States to meet it is to go one step further and have our own boats or those controlled by us stop at certain of the intermediary ports and thereby do away with the transshipping charges. It has been very gratifying to learn that the first step is being taken in that direction. I have been informed that negotiations have about been concluded for the purchase of the Lloyd Braziliario, the Brazilian Steamship Company, by United States interests, which propose working in harmony with this Government. The price is not yet divulged, but it is rumored that the amount involved is not far from \$3,000,000. This price is less than the estimated value of the holdings, and it is assumed that the present stock-

holders may retain an interest in the new arrangement. It is hoped that no hitch will occur, for this means much in our efforts to get a stronger position in this market.

## AMERICAN LINE FROM NEW YORK.

In connection with the Brazilian local line it has been proposed that a regular and better service of steamers run to these ports from the United States. The consensus of opinion seems to be that a semi-monthly service of steamers of the first class should be put on between New York and Brazil, having just as good saloon accommodations as are found to-day on the Royal Mail and the Hamburg American lines, for the reason that the moral effect on the Brazilians would mean a great deal. They are accustomed to consider Europe first in almost everything connected with travel and education, and have considered that we put on only cargo boats, some with limited space for passengers when it suited us to do so. Whereas if fine steamers were seen in the Brazilian ports, flying the Stars and Stripes (and it is a rare sight to see the American colors here except on an occasional sailing vessel or yacht), the business and travel between the two countries would unquestionably be stimulated.

[Since the appearance of this issue of *Consular and Trade Reports* the following dispatch has been printed in the *New York Times* for September 1: "Washington, D. C., August 31.—Advices were received here to-day from Consul-General Seeger, at Rio Janeiro, of the purchase by a syndicate of American capitalists of the Novo Lloyd Braziliario Steamship line. The purpose is to secure a line between New York and all coast points in Brazil. This move will gain for New York freight destined to South American ports a through rate in competition with existing lines which, by reason of their monopoly under the Brazilian flag, charge exorbitant rates. The German line to Brazil has been able, by owning a Brazilian coast line of steamers, to ship freight through from Bremen under one invoice, making a division of freights between the ocean line and the coast line with great advantage to shippers and an immense gain in trade. It is expected that similar advantages will follow to New York and American shippers generally from the purchase of the Novo Lloyd Braziliario line. The purchased line will sail under the Brazilian flag."]

## BETTER POSTAL SERVICE NEEDED.

The importance of a regularly timed mail service is also worthy of comment. At present there is no certainty as to the arrival of mails, and this is the fault at New York rather than here. To-day letters are posted in our American post offices and from the New York office are forwarded by any steamer chancing to leave for these ports, whether a cargo or a mail boat, and sometimes are sent indiscriminately via England or France. The most of our people have little idea how the letters get to Brazil, especially those in the interior. I have seen in the last two months several pieces of ignorance, where an accumulation of Brazilian mail matter has been put on a slow cargo steamer, when only two or three days afterward a direct steamer sailed from New York which was due to arrive three or four days before the first boat could possibly make the trip; or the mail would be put on a Para steamer simply because she was headed for Brazil, when a little inquiry would have brought out the fact that Para is about half way to Rio Janeiro, and that the mails to Rio must be transferred to the local boats, which may or may not leave for a week or more and may take fifteen or twenty days for the journey.

These are facts, and any one familiar with the business of Brazil will readily see the trouble which is occasioned, to say nothing of the loss in time. Goods arrive at their destination long before the mail, and are not only held in the custom house at heavy storage rates, but are subjected to a fine if an endeavor is made to make an entry without a consular invoice. Goods for transshipment are even in a worse predicament, for if there is no connecting steamer they cannot go forward, and there may not be another for a month. Remittances are at "sixes and sevens." In fact, the entire system is the cause of untold trouble and loss. Even on the present basis of our facilities to Brazil a little care and inquiry would obviate much of this trouble.

This is one step toward building up our trade with Brazil. The merchants here cannot comprehend all this. They think the blame is with the merchants who have filled their orders. They send a memorandum of their losses to these merchants and find there is no remedy, and then they turn their attention to other and more certain markets, and we lose their trade. I have gone into this question of mails because it is really a hardship, and by finding a remedy we remove one cause of discontent, and make business easier between the two countries. Further than this, it can easily be seen what a regular and direct service between United States ports and Brazil would mean, in addition to what has already been mentioned.

## AMERICAN BANKS.

One of the greatest advantages would be the increased facilities for finance. This alone is a sufficient reason, to say nothing of the others. At present almost the entire exchange of moneys is done through England. Bills are drawn on English banks from both sides. This is, of course, likely to continue to a large extent, or at least until we have American banks in Brazil. We certainly do in volume a large enough business to warrant American banks here, even in spite of the balance of trade; but this question of a direct service of steamers would have a considerable bearing on the financial question, and it would certainly have a very important bearing on the trade relations with this great country.

It is easy to see that as far as Brazil is concerned there seems to be only one answer to the shipping and mail problem, and that is to have a service that is not only equal but superior to that of our various competitors. The Brazilians like us as well as they do any other nation, and as far as our goods and machinery are concerned, all things being equal, they would give us the preference.

## CONDITIONS FAVOR THE UNITED STATES.

The following figures regarding the entire trade with Brazil may be interesting, especially as they show a comparison with Germany. It is as well to add, however, that the last three years show an increase in favor of Germany, as that country has met certain obstacles fairly and squarely and has forged ahead of us. But we have no reason to throw up our hands. The conditions are in our favor, if we will only profit by them, and we can go ahead faster toward an increase of our trade with this country if we really try:

| All Commodities.   |              |              | Percent-<br>age of<br>decrease. |
|--------------------|--------------|--------------|---------------------------------|
| Country.           | 1894-1898.   | 1899-1903.   |                                 |
| United States..... | \$68,800,000 | \$56,100,000 | 18.5                            |
| Germany .....      | 68,500,000   | 50,200,000   | 22.5                            |
| Manufactures Only. |              |              |                                 |
| Country.           | 1894-1898.   | 1899-1903.   |                                 |
| United States..... | \$39,306,000 | \$35,329,000 | 10.1                            |
| Germany .....      | 65,469,000   | 50,214,000   | 23.3                            |

## RESIDENT AGENTS NECESSARY.

The necessity of agents who are constantly on the ground, who know how to approach customers and are familiar with the customs and requirements is a most important one. I have had many proofs of this. In two instances I called on merchants in Rio and explained the advantages of a certain class of American made goods over any other. One merchant, who was a native and had a very prosperous business, began to question certain things. While I was not a salesman representing the goods, yet I had a fair knowledge of their worth and their superiority over those made by competitors, and at the same time was fortunate in having samples of the goods made in the United States, and had been in the factory and had seen them turned out.

I explained all this to the merchant, and he was apparently convinced that it was at least worth while to make a trial of them and decided to give an order as an experiment. This has occurred in more than one instance and is proof positive that a man with the proper equipment and possessing the technical knowledge would surely succeed in doing a business here which would warrant a resident agent. I further find that there are many goods in the line of novelties which we manufacture and which we can introduce with a fair amount of effort.

## GERMANS WILL BUILD RAILWAY.

Telegrams have just been received here by private parties who have been negotiating the proposition for a long time, announcing that the concession for a new line of railway in the State of Santa Catharina has finally been taken up by German capital. The details, in a few words, are as follows:

Blumenau, in the above mentioned State, is a city of upward of 80,000 inhabitants, almost entirely of German birth, a colony having started there some thirty or more years ago. Harmonie is another important German colony, about 75 kilometers distant from Blumenau, and the first section of this new railway will connect these two cities. The road will then continue up the west bank of the Itagahy River about 200 kilometers, and later on it is proposed to extend farther north, opening up a very rich agricultural and timber country, and eventually connecting with the main line of railway in the State of Sao Paulo. For the first portion of this work an appropriation has been made of 23,000,000 marks, about \$6,000,000, by the German syndicate.

In this group the Hamburg-American and North German Lloyd steamship companies figure largely; in fact, Dr. Wiegand, a managing director of the latter, is said to be the president of the new company. In Hamburg 5,000,000 marks have been deposited as first payment. The port of Itagahy is at the mouth of the river of the same name, and dredging will shortly com-

mence so as to make this port capable of allowing steamers of large draft to enter. The river also will be widened, and surveys for all this and the work on the railway will be made at once. It is easy to see that the German steam lines will materially benefit by this arrangement and that the already extensive hold which the Germans have in Santa Catharina will be largely augmented. This will also affect through freight rates to ports south of Itagahy.

## PHARMACY IN SYRIA.

Beyrout, the second commercial seaport of Asiatic Turkey, and the most important seaport of Syria, has a population estimated at between 100,000 and 120,000. Two-thirds of the inhabitants are Christians and one-third are Mohammedans, the language of both being Arabic. There are also several hundreds of foreigners, writes T. Ladakis in the *Chemist and Druggist*.

There are about 50 pharmacies in the city, which may be divided into three classes. The first comprises those which dispense from 20 to 60 prescriptions a day, employing four of five assistants. There are four to five pharmacies of this class. The second comprises those which dispense from 5 to 20 prescriptions a day, employing from two to four assistants. Of such pharmacies there are four or five. The other pharmacies fall under the third division, and employ one or two assistants, and dispense from one to ten prescriptions per day. In Beyrout all pharmacies are owned and controlled by the pharmacist—that is, no pharmacist gives directly to a physician any percentage of his profits, as is often done in Egypt. There are one or two pharmacies of the second class in which physicians, relatives of the proprietors, conduct once or twice a week free clinics, the patients being expected to have their prescriptions filled in the store.

## RETAIL TRADE.

Strange to say, most of the pharmacists discourage the sale in small quantities of such commodities as linseed, chamomile and the like. Especially is this true in the larger pharmacies, where the profit would be considerable. The assistants in these stores do not wish to trouble themselves with small amounts and so send the would-be customers to the small grocer, who in this way does a great deal of business, and even becomes the supplier of the pharmacists' wants. Second, and especially third, class pharmacies do some retail drug business, but it is of little importance, because everybody knows that drugs of every day use can be bought cheaper elsewhere. In fact, a street in the old city is called "Suk-ul-Attarin," the market of the druggists, where the air is redolent of rhubarb and assafœtida, anise and tar, etc.

## WHOLESALE TRADE.

Although Beyrout is the commercial center of Syria, Palestine and a large part of Asia Minor, there are no special wholesale drug houses in it, but all first class, and some of the second class, pharmacies do a good deal of wholesale business supplying drugs to all Syria and to a part of Palestine, Asia Minor and Cyprus. Nothing is manufactured in the city—that is to say, no chemical compounds, extracts or fluid extracts are prepared, because they can be imported so cheap from abroad that it does not pay to prepare them here. There is a French factory of chemical products where sugar granulated salts and fluid extracts are prepared, but these are not much in demand.

## THE STATUS OF PHARMACISTS.

Pharmacists are not considered here as scientists, but simply as sellers of drugs, and this view is right, because no pharmacist develops the scientific part of his profession and does nothing but dispense prescriptions and sell drugs. An exception may be the analysis of urine, which the first-class pharmacies do very satisfactorily.

All Beyrout pharmacists except one are Syrians and graduates either of the School of Pharmacy of the Syrian Protestant College or of that of the Université de St. Joseph (Catholic), both in Beyrout. Assistants also are all Syrians, and most of them have had considerable experience, and are well up in dispensing, which calls for a knowledge of three Pharmacology.

poelas (French, British and American), since most of the foreign physicians come from the countries represented by these standards, and each one prescribes the preparations of his own Pharmacopœia. The native graduates are taught the British Pharmacopœia in the American College, and the French Codex at the Jesuit College. The American physicians prescribe a great many of the American preparations that are especially useful, but in the main make use of the B. P., as they realize that their own Pharmacopœia is less known in Syria. In our college we teach the students the similarities and differences among the three standards, and also any preparations which one has and the others do not mention. Considerable attention is also given to the differences in weights and measures of the British and French Pharmacopœias. Much confusion results among the pharmacists from the fact that one standard deals with solids by weight and liquids by measure, while the other calls for everything by weight in grams.

#### IMPORT TRADE.

As I said before, everything is imported from abroad. The countries that supply us with drugs are Germany, France, England, Austria and Italy. The largest amount of chemicals comes from Germany, which supplies more than England and France together. A few things come from Austria and Italy, as, for example, volatile oils and flowers from Austria, pills and capsules (in bulk and put up in boxes or bottles) and some other things from Italy. Some years ago everything was imported from France, but now nearly everything comes from Germany, England and France supplying only proprietary articles, perfumery and a very few chemicals.

The reason that everything comes from Germany is because the goods are cheap and also because the German manufacturing chemists send their salesmen frequently, while from English and French houses one or two only come each year. There is another thing that German manufacturing chemists have done, and probably it adds a great deal to their success—that is, they have established agents in Beyrout for the whole of Syria, Cyprus and a part of Asia Minor, who get the orders of their customers and forward them to Germany. Those German export houses which have agents here agree never to send anything directly to the pharmacist, but only to their agents, who deliver the goods and settle their accounts with the pharmacists, the customers being allowed to run accounts and pay as much as they can each week or each month, as the case may be.

The Germans send price-lists in French, and the prices are given in francs per kilo. English price-lists are in English, and even if buyers find what they want in an English price-list it takes them a long time to learn how much a drug would cost, as they are obliged to convert pounds into kilos and shillings into francs, while Germans have taken the trouble and made everything ready for the buyer. I think this arrangement, too, adds something to the progress of German pharmaceutical commerce here in the East. Competition here is very keen and pharmacists are obliged to get the cheapest possible goods.

The only drugs exported from Beyrout are licorice, scammony and scammony resin, linseed and sweet and bitter almonds.

The life of the chemist in Beyrout is not very prosperous, and, with few exceptions, those engaged in this profession earn barely more than their living. In comparing the chemists of Beyrout with those of Cairo or Alexandria I may say that we close earlier, probably because all other shops (except tobacco sellers and coffee houses) here close right after sunset, so chemists' shops are closed at 7.30 or 8 p.m., and have no night service, except one pharmacy, which keeps open all night. Here an extra charge of about 75 cents is made for each prescription or drug sold at night.

There are very few pharmacists who do an appreciable amount of business in perfumery, and very little in photographic apparatus and surgical appliances, but one of the pharmacies does a good deal of work in selling electrical appliances, lamps, etc. The same pharmacy makes a specialty of face powders of different kinds, which are very much in use in all Syria and Palestine. Photographic apparatus and even photographic chemicals are sold by special photographic dealers or

photographers. Perfumery is sold mostly in shops where domestic supplies are sold.

#### CONDITIONS OF PRACTICE.

No one is allowed to open a pharmacy unless he has the Turkish diploma or one recognized by the Turkish Government. All physicians or chemists coming from abroad to practice in Turkey must come via Constantinople and be examined there by professors of the Imperial Faculty in order to be granted permission for practicing. Until last year this was the case also with the graduates of both the American and French medical and pharmaceutical schools of Beyrout, but now examiners come here and examine the students, so they receive their Turkish diploma without being obliged to go to Constantinople. For three or four years the French College only had this had this privilege, but now it is shared by the American College, with the added advantage that the examiners come to the American College just at the end of the college year (i. e., on June 20), while they come in November or December for the French College, and in this way they lose six months.

Up to the end of the school year 1902 the Syrian Protestant College gave certificates of studies to both pharmaceutical and medical graduates, which entitled them to appear before a body of examiners at Constantinople to be examined in all subjects in order to get the Turkish diploma of master of pharmacy or that of medical doctor. The certificate was recognized in Egypt and Cyprus as a diploma. The college has an advantage over the French one, that it is not necessary to have American professors come from America; while for the French College the French professors have to come from France. [It will be recalled by our readers that a son of Prof. Patch, of Stoneham, Mass., occupies the chair of chemistry in the Protestant College.—Ed. AM. DRUG.] There is a demand each year for graduates in medicine of the Syrian Protestant College for the Soudan Government, and I may add that our graduates of pharmacy are scattered all over Egypt, Soudan, Syria, Palestine and Asia Minor.

#### To Promote Export Trade.

A well-known business man of New York writes the Bureau of Manufactures regarding the methods followed by American manufacturers whose products are shipped abroad. It is represented that for years American manufacturers have intrusted their products to commission houses in this and foreign countries and that some of them have placed their goods with English commission houses exclusively. The policy of these English commission houses, it is said, is to prevent direct communication between manufacturers and buyers, and in consequence very few American manufacturers have established a direct trade.

Controlling, as they do in a large measure, the trade of Europe in manufactured products, the English commission houses naturally give preference to their own manufactures. Within the past twelve months export orders have been comparatively small, and some of our largest manufacturers sent agents direct to Europe to learn the reasons for this decline. It was found as a result of the inquiry that foreign commission houses, dissatisfied with the rate of commission, had sold American goods under conditions which enabled English and German manufacturers to sell competitive products of their respective countries to the prejudice of the United States.

To remove these obstacles, and with a view of bringing American manufacturers in direct contact with foreign actual buyers, it is proposed to establish in New York an organization under the name "Center of American Manufacturers," which will undertake to sell direct to the actual trade for a commission only. The goods will be sold in the name of the manufacturers, and thus each manufacturer will be brought into direct communication with importers. In this way our manufacturers will learn the actual needs of the various foreign markets, and it is believed that this cannot fail to infuse new life into the export trade. In connection with the "Center of Manufacturers" there will be a responsible fiscal agency to guarantee the credit of foreign buyers, which agency will make an advance of 80 per cent. on the net amount of shipments, the remaining 20 per cent. to be paid after payment for the goods.



# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, SEPTEMBER 25, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 3718 Walnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G. .... Editor.

THOMAS J. KEENAN. .... Associate Editor.

ROMAINE PIERSON. .... Manager Chicago Office.

\$1.50 a year.

15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT.

President Voegeli, in his address before the MAIL ORDER N. A. R. D., says with great truth that one HOUSES. of the most fruitful sources of trade demoralization is found in mail order houses. Usually backed by tremendous capital, they are enabled to reach out for trade into every city and hamlet of the land, and their

influence for harm is even more pronounced with the druggists in the country towns and in villages than in the larger cities. The omission of the direct contract goods from the mail order catalogues is a confession of defeat on this particular line, and it is to be hoped that some method may be devised by means of which the inroads of these houses in other legitimate lines of the retail drug trade can be put a stop to. We should be pleased to receive information from our readers as to quotations of drugs and chemicals below fair prices by any of these houses. So far as we are aware only a few have gone into this particular branch as yet.

### THE USE OF PRESERVATIVES IN FOODS.

A bold and able champion of the use of preservatives in foods has appeared in the person of Prof. James H. Beal, of Scio, Ohio, whose address at the Atlantic City meeting as president of the American Pharmaceutical Association contained a vigorous plea for a reconsideration of the attitude of the members of the association generally on this important question. The conservative and careful manner in which Professor Beal has always acted, his unusually thorough knowledge of the basic principles of law and his familiarity with the workings of the pure food laws of both Ohio and Pennsylvania entitle his views to careful consideration, while his moderately expressed but firm conviction of the advantages of the use of preservatives under proper restrictions will have vastly more weight than anything which has yet come before the pharmacists of America on this subject. We are by no means prepared to indorse Professor Beal's conclusions, but we readily admit the need of an exhaustive, fair and comprehensive study of this important question.

### INSISTENT DEMANDS.

The demand, insistent and universal, for the fixing of a universal wholesale price on proprietary goods made itself felt at every stage of the proceedings of the Boston meeting. At the sittings given up to the presentation of resolutions bearing upon policies and plans of the association it formed the burden of nearly every resolution presented to the convention. Coupled with this was an equally insistent demand upon the convention that steps be taken to force the Direct Contract Serial Numbering Plan upon the large number of manufacturers who have thus far shown little or no disposition to adopt the plan. The question of sales by the manufacturers of pharmaceuticals, like fluid extracts, elixirs, etc., loomed up larger at this meeting than at any previous convention. A somewhat ominous note sounded by the president in an introductory speech was promptly taken up by a representative of perhaps the largest house in the country, but it is questionable whether the latter fully understood the true import of the president's observations. Mr. Voegeli had intimated that the pharmaceutical manufacturing houses had much work to do before they could be regarded as in hearty accord with the aims and purposes of the association. The reply to this was that the pharmaceutical houses had considered ways and means of preventing their products getting into the dry goods stores or the stores of cutters long before the National Association was in existence. That there is an evident disposition on the part of the larger manufacturers to adopt some means of regulating the distribution of their products cannot be doubted. Dr. A. R. L. Dohme was explicit enough in his remarks to say that the day was not far distant when a plan would be devised by the manufacturers which would prove equally as satisfactory in results as the Direct Contract Serial Numbering Plan.

### The Drug Trade and the New Ruling on the Status of Alcoholic Proprietaries.

The recent ruling by the United States Commissioner of Internal Revenue, Mr. Yerkes, that manufacturers of proprietary medicines composed largely of distilled spirits or mixtures thereof must pay the special Government tax required of wholesale liquor dealers and rectifiers, and that retailers who handle such goods must pay the special tax of \$25 imposed by the Government on retail liquor dealers, naturally caused quite a stir in the drug trade generally. The trouble which this ruling may cause the trade, however, has been considerably exaggerated in the newspapers, so far as the retail trade is concerned.

In discussing the matter of a liquor license for retail druggists in this connection, the public press has not taken into consideration the fact that no retail drug store can be conducted according to law—as construed by the United States internal revenue authorities—without the owner having a United States license as a retail liquor dealer. The fact that some smaller dealers have not taken out such a license is merely evidence of a laxity in enforcing the law, a laxity no doubt due to the cognizance of the fact that the regulations are eminently unjust in requiring the retail druggist to take out this license, which not only subjects him to a tax out of all proportion to any possible returns he may obtain through the privileges given, but also stigmatizes him as being in the same class with the saloonkeeper. This injustice was dwelt upon at some length by Prof. Clement B. Lowe in a paper read before the Atlantic City meeting of the American Pharmaceutical Association, and it is one that should receive the attention of the drug trade generally. Even if the Bureau of Internal Revenue insists upon collecting its \$25 from each retail druggist, the druggist should not be put in the same class with the saloonkeeper, but should have a special form of license covering the legitimate drug business only. Such druggists as really do transact a retail liquor business, and we regret to have to admit that there are a few who do what is termed a "legitimate business" in the sale of bottled liquors, would then be required to take out the regular liquor dealers' license, instead of the retail druggists' revenue license. The absurdity of the classification of the United States Government, as applied to the drug business, is well brought out by the fact that for a great many years the only sign which has appeared above the laboratory door of the highly ethical house of E. R. Squibb & Sons is the sign prescribed by the United States Government of "Wholesale Liquor Dealer," whereas their classification as wholesale liquor dealers was a purely technical one; but one which nevertheless could not but have been a source of humiliation to the members of the firm.

There is one phase of the matter, however, which every retail druggist and all dealers in patent medicines (except wholesalers, department stores and large retailers who hold regular liquor licenses) will have to bear in mind—namely, compliance with this ruling of the United States Internal Revenue Bureau does not relieve them from possible additional taxation by State and municipal authorities as liquor dealers. When the Internal Revenue Bureau announces the patent medicines or preparations that will be subject to this ruling the retail druggist or dealer, even though he has complied with the Government order and taken out a retailer's license, must either discontinue the sale of such remedies or be prepared to stand possible State or municipal taxation or both, in addition to this special Government tax. In fact a suit has already been brought by the excise authorities of the State of New

York to recover the license tax from a druggist who has sold one of the popular remedies reputed to contain alcohol.

### The Boston Meeting of the N. A. R. D.

Delegates who have attended every annual meeting of the National Association of Retail Druggists since its organization in the city of St. Louis, seven years ago; who have witnessed the tribulations, trials and occasional triumphs of the association since that time—such delegates who looked over the sea of faces in Mechanics' Hall, Boston, on the opening night of the seventh annual convention, which opened September 18, must have been impressed with the great growth of the association during its "first age." It was impossible not to share the enthusiasm which pervaded the entire assemblage. On some previous occasions the ugly spirit of sectionalism has obtruded itself, where sheer factionalism has not made itself felt. But the opening sitting of the Boston convention was refreshingly free from any of these signs of internal disorder, the delegates from the several States all exhibiting a fine fraternal feeling toward each other, which found expression, from time to time, in the responses of delegates to the call of the roll of States. Of course there were delegates present who had projects to advocate, and others who were prepared to criticize the methods of procedure followed by some of the officers of the association during the past year, but over all hovered the spirit of peace and harmony, and it was not anticipated that any serious question would arise to swerve the convention from the peaceful path which had been marked out for it by all the circumstances attending the opening of the convention, which it is evident will mark an epoch in the history of the association.

The fact that the association this year stands on an independent footing, so far as pecuniary indebtedness to the manufacturers of proprietary medicines is concerned, was pointed to with pride and gratification by the officers in their several addresses and reports. It is surely good evidence of the increased strength of the association and of the sincere interest taken in its work that the retail druggists of the country should be found ready to contribute so freely to the support of the association as to enable the treasurer to report a surplus of a little over \$9,000 after an expenditure of nearly \$80,000. Surely no better evidence of the growth of the body in power and influence could be advanced. It was not a matter of astonishment, then, that an influential number of the delegates should come to the meeting filled with the determination to take such measures as would force those manufacturers who had not yet adopted the Direct Contract Serial Numbering Plan to follow in the footsteps of the Miles Remedy Company and the Peruna Company and change their business methods accordingly. The New York delegation was unofficially committed to this, and individual delegates from all parts of the country expressed themselves to a similar effect.

If the National Association is able to influence a majority of the druggists throughout the country, as we are inclined to believe it is, the advantages likely to accrue to those manufacturers who have adopted, or will adopt, the Direct Contract Serial Numbering Plan should be great. It is in this way that the retail druggists of the country are impressing upon manufacturers the necessity of cultivating their good will, as opposed to the means previously employed, which were practically barren of results. It is also significant that the manufacturers themselves are now making efforts to bring about a condition which the retailers themselves had been, for lo! these many years, striving for with all their might.

A CRITIQUE OF THE NEW PHARMACOPŒIA.<sup>1</sup>

By A. B. LYONS,

Chairman of the A. Ph. A. Committee on Revision of the U. S. Pharmacopœia.

The first report of your committee must, in the nature of things, be of a preliminary character. The pharmacopœia of 1900, the eighth decennial revision, has but just made its appearance. There has not been time for any systematic critical study of the book by your committee as a whole. The chairman of the committee has received from a few of the individual members some "first impressions," which coincide in the main with comments in the pharmaceutical press. Some of these it may be profitable to discuss in this preliminary report. No human work is so perfect that it is not possible to suggest improvement.

## WHAT MAY BE EXPECTED.

Necessarily criticism of the work of those who have stood as our own representatives in carrying out so important an undertaking as the reconstruction of our book of standards must be friendly. We must expect to find inequality in the work, since it is a revision, not an original work. To write a new book is a far easier task than to revise an old one. When 25 men, scattered all over the United States, collaborate in such a task it must be expected that the result will show some measure of lack of balance, in spite of all the vigilance of the able editor of the work.

## SOME UNJUSTIFIABLE CHANGES.

No change should be made in the physician's book of standards without good and sufficient reason. The revision committee have realized this fully, and yet certain changes that they have made will seem to the outsider unjustifiable, in absence of any explanation. A statement of the reasons would generally satisfy the public of the wisdom of the change, and it seems very desirable that in future such a statement should be made in the preface to the pharmacopœia. As an instance, among articles dismissed from the pharmacopœia we find *Vinum colchici radidis*. The preparation is one frequently prescribed by physicians. Why should it be dropped? The reason is a good one provided it is given publicity—not otherwise. It is to carry out consistently the principle that all "wines" and "vinegars," as well as "tinctures" of potent drugs, are henceforth to be of a uniform strength of 10 per cent. The wine of colchicum seed has been brought to this strength. It was not deemed wise to confuse physicians unnecessarily by offering a wine of colchicum corm of the same strength, or to give occasion for "accidents" from the dispensing of the old 40 per cent. wine of colchicum root in place of a 10 per cent. wine. If the article were simply dropped the old preparation would be adopted by the National Formulary and would continue to be prescribed and used for a few decades without pharmacopœial authority. The reason, it must be admitted, loses force in view of the introduction into the official list of a wine of coca representing only 6½ per cent. of the drug and so conflicting with the desirable principle of uniformity in the percentage strength of galenical preparations from vegetable drugs.

## THE PHYSICIANS OF THE COUNTRY SHOULD BE REACHED

by an authoritative recommendation, which might, perhaps, come from the American Medical Association, that whenever tincture of aconite root is prescribed it should be clearly stated whether it is U. S. P. 1890 or U. S. P. 1900. Although, perhaps, not "scientific," the most certain distinction would be by the words "old" or "new"; "1890" or "1900" could be almost as quickly written, and would be preferable were it not that physicians would much more often miswrite the date than the distinctive adjective. "Ten per cent." and "35 per cent." might be used and would not be liable to be confused by the prescriber.

The 10 per cent. tincture is *per se* much to be preferred to the 35 per cent. one, yet the prediction may be hazarded that the old tincture will continue to be used by the great majority

of prescribers, who will realize that it is this tincture with which they will have to keep up an acquaintance in all their reading of the past literature of their profession.

## ARBITRARY CHANGES.

It is interesting to note how arbitrarily changes in the strength of tinctures have been made in the direction of a wholly unessential mathematical uniformity, regardless of the really important consideration of dose. Time was when the ordinary strength of a tincture was assumed to be 2 troy ounces to the pint. Under the influence of the decimal system this gave place to the ratio 15 : 100. The ratio, however, was not universal, and in case of drugs used in doses of a gramme or more, 20 : 100 was adopted as more practical, while in a few cases 5 : 100 was recognized as reasonable.

Two mathematical considerations entered into the problem—namely, the percentage composition of the tincture and the dose. Of these, the latter is quite as important as the former. If one only is to be retained it should be the latter, so that the physician could learn once for all that the average dose of a tincture is a fluid drachm, or else that there are two classes of tinctures—the ordinary, with the dose of a fluid drachm, and the potent tincture, with a dose of ¼ fluid drachm. This idea has been carried out in the British Pharmacopœia, but it has been quite lost sight of in the present revision of the U. S. Pharmacopœia, save that a vague distinction is made between "potent" (10 per cent.) and "ordinary" (20 per cent.) tinctures.

## THE MOST RADICAL CHANGE

that appears in the new pharmacopœia is the substitution for definite practical requirements, under a specified method of quantitative testing, of a general demand for a certain percentage of "purity." Potassium nitrate, for example, must (the wording is "should") contain not less than 99 per cent. of pure potassium nitrate. It is explained in the preface (page XXXVIII) that this means that the thoroughly dried salt must contain not more than 1 per cent. of any foreign substance. Moisture up to 3 per cent. is not to be accounted an impurity. Specific tests are given to prove the absence of iodide, chlorate and perchlorate, and of "heavy metals." It is up to the chemists to prove that the salt contains 38.31 per cent. of pure potassium and 60.69 per cent. of the NO<sub>3</sub> radical, and that these are combined with one another. Suppose that there is actually present 1 per cent. of potassium chloride and 1 per cent. of sodium nitrate, together with, say, 0.25 per cent. of magnesium sulphate. Such a sample would show about 38.34 per cent. potassium and 60.66 per cent. of the nitric radical, making altogether apparently 99 per cent. of pure potassium nitrate, and yet there is present 2¼ per cent. impurity. It is easy to see what apparently conflicting reports two expert chemists might make, one approving, the other condemning, the sample. It is held that the purity statement leaves no opportunity for debate or difference with regard to any simple divergences of result certain to be found in the reports of commercial chemists, divergences inevitably present in greater or less degree in all results where the method of analysis is not prescribed; it is clear that purity statements which can be verified only by two or more quantitative determinations leave plenty of opportunity for differences in the testimony of experts, with the usual result of bringing into discredit expert chemical testimony generally.

One of the most

## IMPORTANT NEW FEATURES

of the pharmacopœia of 1900 is the introduction into it of numerous assay processes for potent drugs like belladonna and their preparations. The processes are generally so simple that any competent pharmacist should be able to carry them out, and they are described in every detail, so that even the beginner should almost certainly succeed in carrying them out.

Some of them may be criticised on the ground that they seem to be too much simplified. In the assay of cinchona bark and of its preparations it is thought sufficient to use in the final extraction of the alkaloid simply a definite volume of ether, used under specified conditions, to determine the ether-

<sup>1</sup> Abstract of report of the Committee on the United States Pharmacopœia of the American Pharmaceutical Association.

soluble alkaloids, which are assumed to consist of quinine, quinidine and cinchonidine. Although the plan seems a crude one, it answers well its purpose as a practical method of determining the value of the bark. It was adopted only after a series of experiments on mixtures of the cinchona alkaloids in varying proportions. It was found in practice to yield more uniform results than methods seemingly more scientific, and when applied to known mixtures of alkaloids was found worthy of all confidence.

#### A REVIEWER REVIEWED.

Notices of the new pharmacopœia that have appeared in the medical journals are for the most part quite colorless, giving a general account of the changes that have been made in the revision and approving of the work as highly creditable to our country. The comments are sometimes edifying. One reviewer makes the belated discovery that "pulvis" in the name of a simple powdered drug (e. g., opium) follows the name of the drug, while in compound powders the "pulvis" comes first. The same reviewer approves the adoption of *Arseni Trioxidum* in place of *Acidum Arsenosum*, and then betrays his ignorance of the distinction by adding, "but there is still a preparation entitled *Liquor acidæ arsenosi*." [Dr. Lyons appears to have gone out of his way here to "rap" the medical editor. The latter's observation does not, in our opinion, betray ignorance, and we happen to know that he is acquainted with the chemistry of the subject.—ED. AM. DRUG.]

In the matter of nomenclature, the new pharmacopœia has maintained wisely in general a conservative attitude. That *acidum arsenosum* should give place to *arseni trioxidum* and *acidum chromicum* to *chromii trioxidum* was made imperative by the meaning now attached by chemists to the word acid. It was not necessary to abandon the convenient terms *potassa*, *soda* and *magnesia*, which, although no longer used by chemists, are not ambiguous in meaning. In this case the revisers seem to have lost sight of the importance of brevity in names to be used by prescribers. *Liq. pot. hydrox.* for *liq. potassoe* is a bit pedantic. *Magnes. oxid. pond.* is needlessly unwieldy. In the case of *calx*, conservatism prevailed, mainly on account of the difficulty of accounting for such compounds (?) as sulphurated lime and chlorinated lime. There was inconsistency, however, in detaining *liquor calcis* by the side of *liquor potassii hydroxidi*. Certainly if *calx* is calcium oxide, *liquor calcis* is not a solution of calcium oxide.

Heretofore the purity of the Latin of the pharmacopœia has been carefully guarded. Classical scholars will regret to see in the new revision such barbarisms as *Alcoholis* and *Amylis*, and yet inflection of foreign words is not unknown in classical Latin. We had already made *coca* a noun of the first declension, as does also the British Pharmacopœia.

The name of chloral (hydrate) appears as *Chloralum Hydratum*, hydrated chloral. Why not inflict chloral, chloralis, like alcohol, alcoholis? Hydrate (hydras) is retained, however, in the name *Terpini Hydras*, an obvious inconsistency.

Qualitative tests for such common impurities as sodium (in potassium salts) and sulphuric acid (e. g., in potassium iodide) no longer hold the prominent place they seem entitled to. They have been omitted as of no importance, provided the article comes up to the purity requirement. It would seem to be a wiser way to recognize the possibility that these impurities may be present in amount too considerable to be tolerated. If the qualitative test is applied to a solution diluted to a specified degree it could easily be demanded that no more than a faint trace of the impurity should be shown.

#### NOTHING IN IT FOR THE PHYSICIAN.

The criticism always made by physicians on the pharmacopœia is that there is almost nothing in it for the physician. It enumerates and describes elaborately the several articles used in medicine, but says almost nothing of the preparations of these medicines which they habitually use. They rarely prescribe tinctures. Even fluid extracts are going out of fashion. The demand is for remedies pleasant to take, and "elegant pharmacy" has almost no place in the pharmacopœia. Physicians are compelled, therefore, to look to manufacturers

for remedies they are willing to prescribe and to accept the interested statements of the manufacturers with regard to the therapeutical uses of these several preparations. This is not at all as it should be. Physicians themselves should be the ones to select the combinations they desire to prescribe, as in the beginning they did in constructing their pharmacopœias. Under the changed conditions it is no longer to be advised that the pharmacopœia, as a book of standards, should also serve as a book of selected formulas.

Such a book exists in the National Formulary. It seems to the writer that the time has come when official recognition should be given to the National Formulary, which should be a work prepared with as much care as the pharmacopœia itself and by a similar representative body of both physicians and pharmacists. It is for the A. Ph. A. to take the initiative in the movement to secure this highly desirable result.

#### A NEW RETORT STAND.<sup>1</sup>

By J. P. REMINGTON, JR.

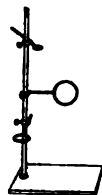
The common retort stands used by pharmacists are not fully adapted to the needs of the drug store or laboratory, because they are too frail to support the heavier glass vessels used in such operations as percolation, distillation, filtration, etc., and also because of their lack of adjustability, due to the construction of the clamps which connect the rings with the upright.

Some years ago the writer devised an apparatus stand for use in laboratory work, in which the clamps and rings were made in two separate parts so as to give greater play and permit the rings to be adjusted in any position that might be desired. This stand proved so useful to those who wanted something more substantial for their pharmaceutical laboratory work that a smaller stand adapted to drug store uses, possessing the same general features, was desired. The stand here exhibited was therefore devised.

It consists of an upright made of ordinary gas pipe, which can be cut to any length desired and used either with an iron base or a flange to be secured to the counter. The use of the flange is generally preferred, as it is possible to countersink several flanges in convenient places and screw the upright into any one of these sockets. By using an iron gas pipe in place of the usual iron rod greater strength and cheapness for the same weight are secured.

The construction of the clamps is, however, the chief point of advantage possessed by the stand. They are shaped like the letter U and provided with a thumb screw and two holes through which the shafts of the rings are to be inserted. In using the stand for operations it is simply necessary to place the clamp astride of the upright, pass the shaft of the ring through the holes in the clamp and turn up the thumb screw so as to secure it tightly in place.

For operations which require a series of glass vessels to be used at the same time along a counter a slightly different adaptation of this idea has been used to advantage, as shown in the accompanying illustration. It consists in substitut-



ing two parallel gas pipes running horizontally for the simple upright and in lengthening the ends of the clamp so as to catch both pipes. This permits the clamp to be pushed along either to right or left, so as to make room for other apparatus. This form is especially adapted to laboratory counters, or where only a little working space is available, as the parallel pipes stand out only 4 inches from the supporting wall, and when not in use are therefore out of the way and do not interfere with the working space.

The retort rings are made of malleable iron to resist accidental breakage and the stand is japanned to prevent rusting.

<sup>1</sup> Presented at the Atlantic City meeting of the American Pharmaceutical Association.

## JAPANESE PATENT MEDICINE TARES.

By ERNEST O. JAMES.

One would naturally think that with the Baltic Fleet annihilated, Linevitch surrounded, Russia asking for peace, and the possibility of a war indemnity of £200,000,000 being paid, Japan would become a little bit more lenient with her taxes; but not so. She intends getting all she can to go on with and, although the import duties on all medicines have recently been raised another 5 per cent., making the present import duties 15 per cent. ad valorem, attention is being once more turned to the dealer in medicines to again help in swelling the revenue. The law which came into force on May 1 (although it has been only within the past few days that we have been notified of its existence) is now directed against imported patent medicines, which henceforth will have an extra tax levied upon them by means of an affixed revenue stamp of 10 per cent. their full retail value in Japan. As it now stands, imported patent medicines have to be sold at a figure much above the face value at home on account of the freight charges and import duties; and this new tax will have the effect of further increasing their retail value, with—I am by no means doubtful—a distinct diminution in the demand. I wish strongly to impress upon patent medicine manufacturers at home the necessity of sending out their consignments (of dutiable articles at home) to the Far East unstamped, as the saving of a 1½ pence or 3 pence stamp at home would go far in equalizing the new duties which are to be forced out here, and tend very materially to keep prices down to their present state and not force them past the high-water mark of legitimate barter. I am pleased to say some of the manufacturers already do so, but only a very small minority, as out of the enormous stock of "patents" which we are obliged to keep not 5 per cent. are sent out unstamped.<sup>1</sup> What this means to us in the course of a year can be readily gathered, as on what we consider a fairly small consignment of patent medicines which we received into stock a few days ago a saving on the revenue stamps of £2 11s. could have been effected.

Returning to this new tax, what the Japanese Government will consider a dutiable patent medicine and what not seems difficult of comprehension at present, as on many of the questions submitted to the taxation authorities they profess ignorance. Their present definition of a dutiable patent medicine is delightfully vague. The following is taken from the Patent Medicines Regulation act, Article I:

Patent medicines mentioned in these regulations mean medicinal pills, ointments, pastes, liquids, medicines used in bathing, powders, decoctions, etc., which are made and sold with a paper setting forth their merits.

There are 25 more articles of the like in which no further clue whatever is given as to what may constitute liability and what may not.

Many of our proprietary articles have at times, by the command of the police authorities, been submitted to the head of the Taxation Office with such result that some have been held liable while others have not, and it is a difficult task, and quite above the understanding of the ordinary chemist, to find the reasons for liability in many cases.

Already patent medicine or proprietary article regulations exist, the first being what is called the Business Tax on Patent Medicines, and it applies solely to proprietary articles which the dealer himself puts up. This tax, which has been increased slightly owing to the war, is levied upon each dutiable recipe manufactured, and is charged in accordance with the amount of sales (of which we are obliged to keep a very accurate account) as follows:

## Amount of sales—

|                                    |                                  |
|------------------------------------|----------------------------------|
| Under 300 yen,                     | for each recipe 1 yen per annum. |
| Under 500 yen and over 300,        | 3 yen per annum.                 |
| Under 1,000 yen and over 500,      | 5 yen per annum.                 |
| Under 5,000 yen and over 1,000,    | 15 yen per annum.                |
| Under 10,000 yen and over 5,000,   | 20 yen per annum.                |
| Under 100,000 yen and over 10,000, | 85 yen per annum.                |
| Over 100,000 yen,                  | 100 yen per annum.               |

Approximately there are 10 yen to the pound sterling.

<sup>1</sup> Chemist and Druggist.

There also exists the Patent Medicine Stamp Tax Regulations act, Article 1 of which is:

'On the corner of a patent medicine (or otherwise liable proprietary article) its fixed price shall be attached, and a stamp corresponding to the following rates pasted on each cover.

The rates are 10 per cent. of the full retail value. For our guidance in conforming to the regulation a pamphlet is issued called the "Model of Pasting Stamps," showing by means of woodcuts how this most intricate piece of business may be performed. There also exists the Patent Medicine License, for which the sum of 3 yen (6 shillings) per annum is charged.

\* \* \*

Whether or not in the near future medicine will be the peg upon which to hang another tax remains to be seen.

Since writing the above I have been informed by the head of the Taxation Office that as they have not yet arrived at any definite decision as to which imported patent medicines will be considered dutiable the law will not come into force until a conclusion is arrived at.

MY VADE-MECUM.<sup>1</sup>

THOS. D. McELHENIE.

Brooklyn.

The storing of the little things around a small, busy shop is quite a problem and seldom done with any system or with a view to readily finding the thing wanted. After worrying along for a matter of twenty-five years or more I contrived last summer an arrangement which might easily be copied in any store having a space say 2 feet wide and 7 feet high. The carpenter made for me an upright closet 7½ feet high, outside width 22½ inches, inside 20½, depth 6 inches, 15 shelves of ½-inch stuff—5½ inches apart in the clear. Procuring from my old friend Seabury about 75 of the winged tin boxes used for 100 mustard leaves, we improved the summer dullness in fitting these boxes, in alphabetical arrangement, with all the small vials of chemicals, extracts, powdered and soft, essential oils, etc., and the comfort and convenience of it are wonderful. Imagine wanting all at once ammonol, exalgin, mesotan, pepsin, urotropin, xeroform, etc., etc., and finding them all under your hand in five seconds. Any one in reach of my store who is interested is invited to come and see the outfit.

I had nearly forgotten to mention the door. It is like a trunk lid, 3 inches deep, strongly hinged on, and has 10 shelves, on which are arranged alphabetically all the fluid extracts that are in 8-oz. vials or less, about 135 of them; another great comfort.

## ON DRUG STORE ECONOMICS.

I will wager a cookie that some of the men who have been pointing out ways to save expense around the shop use a gas stove to make their syrups. This is wicked waste. In my back shop is an old-fashioned, flat-top confectioner's stove, with concentric rings to allow various sizes of kettles. On this we do various tasks requiring heat—burning up waste paper, hay, excelsior, broken boxes, etc., as fuel. And we have established a scale of values. The daily gatherings of waste paper, hay, excelsior, sawdust are the cheapest, as they have no selling value here. The next class, having a slight value, as they can be sold for a trifle, are old newspapers, catalogues, etc. The next in value, involving a little labor, is broken boxes or other waste wood. The last is coal, and this costs money. We make a kettle of chocolate syrup about every other day, besides other cookery and heating; very often do not even use wood and have not used coal in a long time.

## GLYCERIN IN TINCTURES OF IODINE AND OF IRON CHLORIDE.

For years I have been in the habit of adding 5 per cent. glycerin to tincture iodine and tinct. ferr. chlor. For the first it prevents the skin from getting hard and brittle and cracking, if a number of applications are made on the same spot. For the second it prevents the crusting of the neck of the bottle with oxide and makes it easier to clean.

<sup>1</sup> Read at the fifty-third annual meeting of the American Pharmaceutical Association, held at Atlantic City, N. J., September, 1905.



## THE SPANISH PHARMACOPOEIA.

The publication of a new edition of the Spanish Pharmacopœia receives notice in the *British and Colonial Druggist* for August 25.

The royal proclamation of June 21, 1905, is worded in the courtliest of Castilian, as follows:

## HOME OFFICE.

(Ministerio de la Gobernacion.)

Excellent Sir,—In accordance with the statutes of the Royal Academy and the Ordinances of Pharmacy, H. M. the King (whom God guard) consents to entirely approve the seventh edition of the official Spanish Pharmacopœia, edited by the permanent committee of the said Royal Academy and handed to your excellency with letter dated 20th inst. His Majesty is fully satisfied with the zeal and intelligence with which the committee has carried out this important work and has given instructions that its publication and distribution be proceeded with. It is likewise the will of His Majesty that the said edition of the Spanish Pharmacopœia be henceforth official for the practice of medicine and pharmacy throughout the Kingdom and that its possession be obligatory to every pharmacist in execution and faithful observation of the principles of article 41 of the Pharmaceutical Ordinances.

This for your excellency's information and consequent attention.

God keep your excellency many years.

(Signed) BESADA,

The President of the Royal Academy of Medicine.  
MADRID, June 21, 1905.

## PERSONNEL OF THE COMMITTEE OF REVISION.

Of the men who drew up the present (1884) Spanish Pharmacopœia only two sit on the 1905 committee, one doctor (Don Manuel Iglesia y Diaz) and one pharmacist (Don Gabriel de la Puerta). The president of the Revising Committee is usually the chairman of the Royal Academy of Medicine and may or may not take a very active part in the work. Dr. Iglesia, already cited, is perpetual secretary of the said academy and royal house physician and senator. The two other medical men are Dr. Simon Hergueta and Dr. Juan Manuel Mariani, of the "Princessa" Hospital (who may be remembered as a member of the Reception Committee at the International Congress of Hygiene at Madrid in 1898).

Except Don José de Ponté y Rosales (the royal house pharmacist) all the pharmaceutical members of the Committee of Revision are professors of the faculty of pharmacy at the Central University (Madrid).

Don Juan Ramón Gomez Pamo occupies the chair of materia medica. He takes an active interest in pharmaceutical questions and headed a deputation from the Madrid Colegio (Pharmaceutical Association) which waited on the Spanish Prime Minister some years ago in the hope of nipping in the bud the "military pharmacy" system, which bids fair to become the most serious drawback to pharmaceutical Spain. Señor Gomez Pamo is usually to the fore when congresses reunite Spanish pharmacists, and in 1898 presented the alumni of the faculty to the assembled congressists at Madrid, who welcomed them warmly. He took the chair at the banquet of the pharmacy section of the Fourteenth Medical Congress at Madrid a couple of years ago, and sat on the Executive Committee of the 1898 International Hygiene Congress.

Don Joaquín Olmedilla y Puig was a member of the Reception Committee at the Hygiene Congress in question, and is, like Señor Gomez Pamo, a member of the Academy of Medicine. He is professor of pharmacy at the faculty and member of the Council of Public Health. He has written and translated various scientific works on pharmaceutical and chemical subjects.

On a pharmacopœia revision committee the secretary is usually an interesting and conspicuous personality, and Don Gabriel de la Puerta is no exception to the rule. As the dean of the Faculty of Pharmacy of Madrid he may be termed the official head of Spanish pharmacy; a member of the Academy of Medicine, the Academy of Science and the Council of Public Health, president of the Society of Physical and Chemical Science, he occupies the chair of inorganic chemistry, and has written a treatise on this science. His other published works include a volume on the indigenous medicinal plants of Spain, a compendium of the history of medical sciences, and a treatise

on biological chemistry. He sits on the Council of Higher Education, and in this capacity recently protested against the appointment of a nonpharmacist to a chair of the Faculty of Pharmacy.

## THE PRESENT SPANISH PHARMACOPOEIA

dates from 1884, and is a volume of 734 pages, of which over 100 are taken up by the list of drugs and 550 by an alphabetically arranged series of medicaments. The remainder consists of tables of weights and measures, solubility of bodies, comparisons of thermometrical readings, proportions of acids and alkalies, reagents, equivalents of simple bodies, etc.

The weights and measures used are partly metric and partly the old Spanish system—the grains, scruples, drachms, ounces and pounds familiar to us all. Comparative tables are given at the commencement of the volume, and in the body of the work the principle is to use the metric figures, the apothecaries' weight being only utilized for the "dose," where it follows the decimal dose, and is printed in italics within brackets.

The titles are given in Latin and Spanish, lower case type being used for the former and capitals for the latter, thus:

## ACEITE DE RICINO

Oleum Ricini.

ACEITE DE PALMA CRISTO = Oleum Palma Christi.

Some errors of a character which it is to be hoped will be avoided in the new edition characterize the 1884 volume. The worst is on page 515:

## SEDATIVE DRAUGHT.

*Potio Sedans.*

|                           |          |
|---------------------------|----------|
| Chlorite of morphine..... | Gm. 0.5  |
| Nitrate of potash.....    | Gm. 4.0  |
| Distilled water.....      | Gm. 345. |
| Syrup of digitalis.....   | Gm. 30.  |

It is fair to add that at the end of the work attention is called to the fact that the first item should be 0.05, but the erratum is a capital illustration of the advantages of the system of printing the quantities in letters instead of figures.

The statement that the "libra medica," or apothecaries' weight pound, is "5-4" of the "libra civil de Castilla" (or avoirdupois pound) is a trifle disconcerting till one turns to the page of errata and discovers that the figure should be  $\frac{3}{4}$ .

"To err is human," but it is not pharmaceutical. Any one who has followed up the subject will have recognized that the citizen who in ordinary cases will "gently scan his brother man" from the judicial bench or jury box is apt to assume a Rhadamanthine severity when a pharmacist is on trial. And pharmacopœias are judged by the same merciless law of absolute exactitude. Very shortly the "Farmacopea Oficial Española" will, like its American counterpart, stand in the "fierce light that beats upon" a new and revised edition. Let us hope that it will prove to be another faultless and firm stepping stone in the path of pharmaceutical progress.

## THE NEWER REMEDIES.

Introduced Since June, 1905.

**Alcho** is a trade name for the newly discovered aluminum carbonate, which is beginning to find uses in medicine and chemistry. It is a white, tasteless powder containing 40 to 45 per cent. of aluminum.

**Clavin** is the name given to a constituent of ergot by E. Vahlen. It is soluble in water and insoluble in alcohol or ether. The empirical formula  $C_{11}H_{22}N_2O_4$  has been given to it. It is said to be well adapted for hypodermic use, as it does not cause abscesses. It is put up by the maker, E. Merck, Darmstadt, in combination with sodium chloride, and with sugar as tablets. The first form contains in each tablet 0.02 Gm. clavin and 0.08 Gm. sodium chloride. One tablet is dissolved in 1 Cc. of water and forms a commencing dose for hypodermic use. The same dose in a vehicle of sugar is given internally.

**La-Kama** is a remedy for worms which is put up in capsules in two forms: (1) Weak, each capsule containing 1.25 Gm. kamala and 0.1 Gm. solid extract of pomegranate root bark; (2) strong, containing 1.5 Gm. kamala and 0.1 Gm. solid extract of pomegranate root bark.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**Incompatibility of Chloral with Exalgine and Pyramidon.**—Every pharmacist is familiar with the liquefying properties of the mixtures of chloral with camphor, salol, antipyrine and other substances of this kind. As yet, however, no one had noticed the fact that the same liquefying process occurs when chloral is brought into contact with exalgine and with pyramidon. This has been recently discovered by Pégurier and Laval (*Bulletin Commercial*, July, 1905). With both these remedies chloral forms colorless and transparent oily liquids. As yet the authors do not announce whether these liquid products are new compounds or only mixtures. They call attention, also, to the incompatibility of pyramidon with naphthol and with various phenols.

**Insect Bites and Their Treatment.**—In a recent number of *Insect Life* a correspondent speaks of a person who had been driven insane by mosquito bites. Mental affections after the bites of mosquitoes and other insects seem to be frequent in the United States, according to this writer. This form of insanity is, of course, temporary, and is manifested by fear of inhabited places, a tendency to wander in parts remote from dwellings, and a variety of hallucinations. A French savant, Fabre, who has made a study of insect bites and their treatment, recently presented some interesting facts relating to this subject to the Paris Academy of Medicine. In this paper Fabre speaks especially of the poisonous bites of bees, hornets and other hymenoptera. He divides the treatment into the local and the general measures. The local treatment of bee stings consists, first, in the removal of the poisonous vesicle at the site of the sting and then the careful extraction of the proboscis. The parts are then to be rubbed with vinegar water, and some ammonia is to be applied to the sting. The application of ammonia is now a popular method, but several other remedies which are said to be better have been vaunted lately for insect bites. Thus, the use of lime water in stings of bees, hornets, etc., has been strongly recommended, and other authors prescribe a lotion containing 1 per cent. of carbolic acid, or the use of camphor liniment, or of the solutions of mercuric chloride. Another formula which produces good effects consists of

Menthol .....1 Gm.  
Carbolic acid, crystals.....1 Gm.  
Cologne water .....30 Gm.

The general treatment of persons bitten by poisonous insects is given for the purpose of helping the body as much as possible to throw off the poisonous substances and to stimulate the patient if he needs this. For this purpose we should use remedies promoting sweating, purging, salivation and the passage of large amounts of urine. Especially the last named route, the elimination through the kidneys, will be found useful in getting rid of the poison.

Interesting, but as yet not practical, is the suggestion of still another author, a British physician named Walker, who suggests persons be immuned against bee stings by being exposed repeatedly to the stings of these insects. He experimented on himself, and after the twentieth bite became so protected against bee stings that further bites no longer produced any swelling. This is a sort of vaccination against this particular insect. Perhaps the idea could be extended, and people could be rendered resistant to the bites of other insects in the same way. In this manner we would obtain a sort of vaccination against the bites of insects.

So severe and so serious are the symptoms following the bites of some of the hymenoptera that Fabre suggested the use of Calmette's antitoxine, which is used to protect against and to cure snake bites, in persons who had been bitten by poisonous insects. This idea is based chiefly on the fact that the symptoms of snake bite are so similar to those of the bites of poisonous insects that it is possible that there may be a similarity between the two classes of poisons.

**To Soothe the Pain in Mumps.**—Oftentimes one is at a loss what to do for the pain which accompanies the swelling in mumps. The affection is not dangerous, and does not require heroic treatment, and in children anodynes are always to be avoided if possible. Gualacal offers an efficient and yet harmless remedy, which, if applied externally to the swelling night and morning, and covered by a layer of rubber tissue (gutta percha), and a light dressing of gauze, rapidly relieves pain and makes the swelling disappear. This mode of treatment is very simple, and the best way to apply gualacal in this affection is in the following mixture:

Gualacal .....1 Gm.  
Petrolatum } of each .....10 Gm.  
Lanolin }

Pharmacists can safely recommend this application to their medical friends.

**The Best Eggs for Sick People.**—According to a French writer, M. P. Carles, the eggs used in the sick room should be selected from hens that had not been fecundated. This would seem at first glance to be a needless precaution, but the author mentioned gives excellent reasons for it, though just how such eggs can be obtained to the exclusion of others does not clearly appear. Perhaps, says Carles, pharmacists could be induced to handle fresh eggs especially for sick people, and could make arrangements whereby no eggs from fecundated hens would be sold. The disadvantage of eggs from fecundated hens, ducks, etc., is that they contain a large number of bacteria, and often contain germs of the most dangerous character, such as the germs of septic fever. The outer layers of these eggs are richer in bacteria than the inner. Of course, boiling the eggs for a sufficient length of time (until they are hard) would destroy all germs, but when we want to give soft boiled or raw eggs, as is often the case in sickness, we should select the freshest eggs not contaminated by fecundation. Ducks' eggs are especially dangerous, as these fowl fecundate in the midst of dirty, stagnant water, and their eggs are almost always full of germs. Cases of disease as the result of eating such eggs have been often noted in localities where ducks' eggs are eaten.

The fact that eggs contain germs, especially if they come from fecundated fowl, is not a new one, and Metchnikoff has said that the egg of a hen is infected even before it is laid. The suggestion that nonfecundated eggs be selected for sick people is novel, however, and may possibly bring fruit if the general public would become educated to recognize the difference between fecundated and nonfecundated eggs, and to understand that the latter are safer for delicate digestive organs.

**How to Keep Carbolic Acid From Turning Red.**—It is an interesting fact, capable of practical application, that the addition of sulphurous anhydride to carbolic acid will prevent the latter from turning to the familiar red color. For this purpose a solution is made, consisting of liquid carbolic acid, to which is added sulphurous anhydride to saturation. This solution contains about 10 per cent. of the sulphurous gas, and is a yellow liquid with a very pronounced odor of sulphur. If 50 Cc. of this fluid be added to 200 kg. of carbolic acid, the latter will be prevented from turning red. The small amount of sulphurous anhydride thus introduced cannot have any injurious effect. The proportion used is 0.0025 parts in 100. This process is said to be much more advantageous than the use of salts of tin or of phosphoric acid. Instead of trying to decolorize carbolic acid, however, a far better scheme would be to color it; in fact, it would be well if a law were passed to make it a requisite that carbolic acid be colored red by the addition of some red coloring-matter, just as the coloring of solutions of corrosive sublimate is obligatory in some countries, as in France and Germany.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

**Preservative for Cold Cream.**—R. P. P.—It is difficult to suggest a suitable preservative for cold cream. By benzoinating the oil previous to the preparation of the cream the process of decomposition would be greatly retarded. The use of alkalies is, of course, barred, else sodium benzoate might be suggested. Chloretone is a good preservative agent for organic solutions which are prone to decomposition, but there are objections to its use in a cold cream preparation.

**Elixir Pepto-Lactic.**—D. W. R.—The following is the formula given by MacEwan in "Pharmaceutical Formulas":

|                                    |        |
|------------------------------------|--------|
| Acid, hydrochlor.....              | 3ij    |
| Pulv. pepsin. sacch., U. S. P..... | 3viiij |
| Acid, lact. conc.....              | 3ij    |
| Elix. aromat.....                  | 3cxij  |
| Liq. carmin, N. F.....             | q.s.   |

Mix. sec. art.

**Furniture Reviver.**—L. S.—The most satisfactory furniture reviver for general use on polished wood of any kind consists of a mixture of equal parts of linseed oil, oil of turpentine and vinegar. This will be found equally good for hardwood floors, wainscoting or the more delicate surface of a piano. There is a very informing chapter on furniture polishes in MacEwan's "Pharmaceutical Formulas," which we are tempted to reproduce. Like everything that MacEwan writes, the article has that touch of intimacy with the chemistry and pharmacy of the subject which appeals so strongly to the true pharmacist. He begins by saying that the primary polish on furniture is a pellicle of resins, which on exposure receives a thin coating of dust, etc., and, it may be, the resin is partly saponified on the surface. Turpentine is one of the best possible things to remove these, while it so thins the linseed oil, which is an essential ingredient of furniture polishes, that rubbing is simplified and the heat generated favors oxidation of the linseed oil, thus supplying a fresh coating to the surface of the original pellicle. In commenting on the number and variety of recipes for furniture polish MacEwan has the following to say: "Dr. John Attfield, F.R.S., once said that it was astonishing how much science could be made to flow from a bottle of furniture polish. The remark was pertinent to a paper which had at the moment been read by R. H. Parker on the formation of terpin hydrate in a furniture oil. The hydrate had scratched the furniture and thus led to an interesting discovery and a study of the preparation and crystallography of terpin hydrate, but Mr. Parker could not again make the furniture oil with crystals in it."

Old oil of lemon—that is, an oil which has undergone partial oxidation—is considered by an expert polisher of our acquaintance one of the very best applications for finely polished wood surfaces, but for general household purposes the mixture named in the opening paragraph is one which can be confidently recommended by druggists to their customers. If a more detergent compound is desired some one of the following formulas may suit:

|                                    |      |
|------------------------------------|------|
| I.                                 |      |
| Wood alcohol.....                  | 3iv  |
| Vinegar.....                       | 3ij  |
| Linseed oil.....                   | 3i   |
| II.                                |      |
| Linseed oil.....                   | Oiv  |
| Tincture of benzoin.....           | 3iv  |
| Vinegar.....                       | 3xvi |
| Solution of antimony chloride..... | 3vi  |
| Alcohol.....                       | 3x   |

Mix.

**Pumice Soap.**—S. A. B. asks the formula and process for making a soft soap containing sand or pumice stone, and "how to dissolve potash lye of 95 degrees B." The simplest type of formula is represented by the following:

|                                 |         |
|---------------------------------|---------|
| Cocanut oil.....                | 2 lbs.  |
| Soda lye, 40 degrees Baumé..... | 1 lb.   |
| Powdered pumice.....            | 1¼ lbs. |

A solution measuring 40 degrees on Baumé's hydrometer would be represented by one of a specific gravity of 1.384—that is, concentrated soda lye is to be dissolved in water until the specific gravity of the solution is increased to the figure named. To our correspondent's inquiry as to how to make a solution of potash lye of 95 degrees Baumé a similar rule of calculation may be applied.

The following formula for a pumice stone soap is found in Hager's "Handbuch der Pharmazeutischen Praxis":

|                                     |        |
|-------------------------------------|--------|
|                                     | Parts. |
| Laundry soap, in dry scrapings..... | 750    |
| Sodium carbonate, in crystals.....  | 20     |
| Boiling water.....                  | 120    |
| Pumice stone, in fine powder.....   | 200    |
| Powdered talc.....                  | 50     |

The first three ingredients are boiled together until dissolved; the pumice and talc are then added, followed by whatever perfume may be selected. When cold the mass is cut up into appropriate sizes.

Modifications of this formula will readily suggest themselves to the skilled pharmacist.

**Kapok.**—M. E. asks for information regarding kapok and the oil derived from it.

Kapok is the common name of a tree indigenous to the Malay Archipelago, but which is also found throughout India and the tropical countries of the East Indies, the botanical name of which is *Eriodendron anfractuosum*. The silklime fiber obtained from it is the inner part of the fruit and appears at the moment of the dehiscence of the capsule. The fiber is very light, having a specific gravity 18 times less than water and it is one-fifth as light as cork. It is capable of floating a weight 30 to 40 times its own weight and is hence used largely in stuffing life preservers. Some of the life preservers on the ill fated excursion steamer General Slocum, which was destroyed by fire in Long Island Sound one year ago, were found to be composed of kapok. The fiber seems to lack the resiliency of cork and is not deemed so reliable for use in life preservers. Recently we obtained some kapok oil from a firm of Java importers in London for the use of Dr. Theo. D. Wetterstrom, of Cincinnati, who read a paper on it before the local section of the American Chemical Society last June. A table oil is expressed from the seed of the kapok and the expressed cake is used as a food for cattle in much the same way as is flaxseed. The oil has no commercial value and is ill adapted for use as a salad dressing, though its taste is bland and nutty.

**A Good Marking Ink for Linen.**—C. W. P. asks a formula for "a good marking ink for linen."

The following will produce a satisfactory ink:

|                             |               |
|-----------------------------|---------------|
| Silver nitrate.....         | 3iij, 3ij     |
| Sodium carbonate.....       | 3iij          |
| Tartaric acid.....          | 3xss          |
| Stronger ammonia water..... | 3iiss         |
| Orchil.....                 | 3i            |
| Chlorophyll paste.....      | 3i            |
| Powdered acacia.....        | 3iiss         |
| Sugar.....                  | 3iiss         |
| Water.....                  | A sufficiency |

Dissolve the silver and soda salts separately each in 2½ pints of boiling water, and mix. Allow the precipitate to settle, decant the fluid and collect the precipitate on a paper filter; wash with 1¼ pints of water and when drained transfer to a mortar; add the acid (in powder) and mix. When the effervescence has ceased add the ammonia solution, stir to dissolve and transfer to a bottle containing the sugar (powdered). Mix the chlorophyll with 4 ounces of water and the orchil, add the acacia to this and when dissolved strain. Now add the ammoniacal solution and make up to 20 ounces with water.

**Makers of Druggists' Aluminum Ware.**—An esteemed correspondent in the West advises us that he is in the market for aluminum inhaler tubes and menthol cone holders, and asks to be placed in communication with the manufacturers of these articles. We have referred him to the following firms: The Aluminum Mfg. Company, Two Rivers, Wis.; Fletcher Mfg. Company, Springfield, Mass.; New Jersey Aluminum Company, Newark, N. J.

Other manufacturers of aluminum articles who care to be placed in communication with our correspondent are invited to send their addresses to the editor.

## Correspondence.

### The Board of Pharmacy and the New Pharmacopœia.

The following correspondence is self explanatory:

Warren L. Bradt, Secretary, State Board of Pharmacy, Albany, N. Y.:

DEAR MR. BRADT,—We would like to ask if the Board of Pharmacy has taken any action in regard to the new Pharmacopœia and the changes of strength of potent preparations. The question is, What time will be allowed druggists to make the changes in their preparations? Is the board likely to prosecute druggists who carry in stock preparations not up to the standard of the new Pharmacopœia immediately after the book goes into effect or will a reasonable time be allowed for the making of changes? As you know very well, pharmacists will be obliged to keep two strengths of preparations in stock for some time to come, for in the case of refills pharmacists would not be justified in using the preparations of the new Pharmacopœia where preparations of the previous revision had been used. Yours very truly,

THE EDITOR.

NEW YORK, August 31, 1905.

To the Editor:

Sir,—In reply to yours of the 31st ult., relative to the question of the Pharmacopœia becoming official with the board, would say that I have been in correspondence with Charles B. Sears, the president of the board, for a few days back, and would request you to correspond with him in reference to the same, as I have as yet failed to receive from him any official notice of the question asked by you. My personal opinion is, however, that it should not become official with the board until January 1, 1906. Yours very truly,

WARREN L. BRADT, Secretary.

ALBANY, N. Y., September 2, 1905.

Charles B. Sears, President of the New York State Board of Pharmacy, Auburn, N. Y.:

DEAR MR. SEARS,—Inclosed herewith is copy of letter which we sent recently to Secretary Bradt. We heard from him today with the word that he was waiting for some action on your part. Can you say anything on the subject of our letter to Mr. Bradt? If you could and would we should esteem it a favor. Yours very truly,

THE EDITOR.

NEW YORK, September 5, 1905.

To the Editor:

Sir,—Yours of the 5th inst. received. The board has taken no action regarding the changes in the Pharmacopœia. There is an understanding, however, that examination questions relating to articles official for the first time or to those in which there is a change of strength will be deferred until the beginning of the new year.

As action was not taken by the general board it will devolve on the branch boards to decide their own policies, which will probably be on the same moderate lines they have adopted in other matters, giving a reasonable time to overcome the confusion that will exist for a time while physicians and the laity are being enlightened as to changes in strength of the various remedies.

CHARLES B. SEARS.

AUBURN, N. Y., September 9, 1905.

### A Trustworthy Guide.

The AMERICAN DRUGGIST is a trustworthy guide in the practice of pharmacy.

J. E. McKEON.

MEDFORD, MASS., September 6, 1905.



Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.

### AN AUTUMN WINDOW.

At this season of the year, when golden rod is so plentiful, and any amount may be obtained for the picking, a very artistic window display for a druggist may be made by using this beautiful flower as the principal factor in the arrangement of the display.

Use yellow crape paper for the floor covering of the window; upon this foundation distribute jardinières of golden rod, alternating these with pots of ferns, the pots being covered in yellow paper, and in case jardinières are unavailable for the golden rod any jars may be utilized by simply covering them with green crape paper.

On stands placed about the window, covered with yellow paper, may be displayed cologne, toilet waters, jars of cold cream, tooth powders, face powders, fine toilet soaps, hair brushes, atomizers—the daintiest goods should be selected—and, in fact, any articles that are likely to be wanted at this season of the year when people return home from their travels in need of fresh supplies of toilet accessories.

Suspended from the ceiling curled strips of yellow and green crape paper may be arranged to hold paper covered wires which are to be strung across from side to side; from these are to be suspended by the means of yellow and green baby ribbons, powder puffs, small fine sponges, tooth brushes, small nail brushes, combs, etc.; small pieces of golden rod may be placed about the goods on the wires.

A little ingenuity in following out this suggestion will insure a novel and effective window. Where electricity is used the arrangement of green and yellow bulbs will make an improvement worth producing.

### WHY SHOULD I ADVERTISE?

BY W. T. O'CONNOR.

In this article, gentle reader, I am going to argue with you. I am going to assume that you are a druggist who does not advertise and who does not believe in advertising, and I will try to show you why you should advertise.

Incidentally you will discover some of the principal arguments that an advertising solicitor meets every day when trying to develop new business, or, in other words, to make advertisers out of nonadvertisers.

Let me say in advance that I do not appear before you as the advocate of any one form of advertising. You would not think much of a man who would put a porous plaster on a bald head and expect it to grow hair, when he knew that the thing that would give him the results he was after was some hair tonic, would you?

There are many ways of advertising, and out of all their number you must find the particular method or methods that will give you the results you are after. I am going to try to prove to you that you should advertise, and it will be up to you to discover the proper mediums.

We will begin by supposing that you have a well-established business, a store that is clean, attractive and well kept; that you carry a good stock, take especial pride in your prescription department and handle the side lines.

I am an advertising solicitor, and some time in the course of a day's work drop in upon you, introduce myself, and ask you if you are doing anything in the way of advertising.

The chances are that you will begin by saying that you do not advertise and that you cannot afford it.

You mean, then, that you cannot afford to spend a little money to get more money. You regard advertising as an expense, and that is the way that practically every nonadvertiser regards it. Now it is not an expense, but an investment.

You know that advertising pays, because you have seen proof of it time and again right in your own business. You do not mean that you cannot afford to advertise. You mean that you will not advertise, or that you would rather not do it. If you cannot afford it, why do you put your name on your window and on your labels? That is advertising, and it costs money, too.

Or you may tell me that you believe advertising is a good thing, to be sure, but not for you. Your particular business is peculiar. You are differently situated. Now, if you were Jones, for instance, you would advertise, because Jones has a more profitable line of trade than you, and it would pay him because the customers he would secure would spend more than any you would get through advertising. Or you might say that Jones' customers were poor spenders, and that he needed to advertise to get better ones and more of them.

I have never seen a business that was so peculiarly situated that it could not handle more business or which could not be boosted by advertising. It may be true that you cannot make profitable use of newspaper advertising or perhaps some other kinds, but there are half a dozen sorts of publicity that you can use no matter how peculiar your situation may be.

If you are one of the many who are peculiarly situated, try a course of good advertising, and you will find that it will relieve and change the situation entirely.

Then you may tell me that advertising does not pay. You say that you have tried it and you know. Well, if it has not paid you there must be some especial reason for it. Advertising does pay and pay handsomely. Perhaps your method was wrong. There may have been something the matter with what you advertised. It may at the time you were pushing it have been unseasonable. The advertising may have been scattered, the mediums wrong or the space too small.

If a man used a corn plaster on a weak back would it strengthen his spine any? Not at all. His method would be wrong. And would that man be justified in saying that drugs were valueless, that he had tried them and he knew? Not a bit.

The general conditions for advertising success are: Get an article that the people you intend to sell it to will want. Tell them that you have it, and tell them what it costs. Tell them often and emphatically so that they will not forget that you have it and that they want it. Go into the mediums that go to them. Do not expect results from dramatic society hangers, charity programmes, cook books, directories and the apparently unlimited number of schemes intended to coax the dollars out of your pocket, for that is all that they will do.

The next argument is one that very few of you would be likely to use, and one that I have met only once. I once solicited a man in my home town who had a very comfortable business. After listening to my story he said that he did not want to do any advertising, because he had all the business he wanted and was making all the money he wanted to make. When a man is satisfied as this man was satisfied argument is wasted upon him. Let him rest contented.

Perhaps you will tell me that you are going to advertise, but that you do not want to begin just yet. Probably you will start at the end of six months or a year.

Your belief is excellent, but to put it into immediate practice would be much better. If advertising will be a good thing for you in six months or a year, it will be much better for you immediately. In addition you will have gained just so much momentum, and your advertising will then be additionally profitable on account of the cumulative value it will have gained.

In short, there is really no good reason for not advertising,

even though your efforts be of the humblest sort. A small leaflet, well written and carefully printed, slipped into every package that leaves your store, while in itself only a little thing, will undoubtedly bring you many times its value. The important thing is to make the start. After that you will be able to work gradually into the more effective and productive forms of publicity.

Advertise carefully, conservatively, continuously, seasonably and aggressively, and you will have very little trouble finding success.

#### Specimen Advertisements.

##### Eye and Stomach

troubles can often be prevented by the vigorous and frequent use of a tooth brush. The tooth brushes that we are selling at . . . . cents will stand the most vigorous use you can give them.

See them in our window all this week.

##### We Believe We Have

the best stock of perfumery and toilet articles in all this town, when quality is considered.

Everything was selected with an eye to satisfying both the fastidious and the easily suited.

In addition, the prices are greatly under what you would expect to pay. For instance—

##### Here Is an Opportunity

to get some very fine stationery at very little cost.

We have entirely too much in stock. All of it is this season's style, the quality is excellent, and there is enough variety to satisfy any taste.

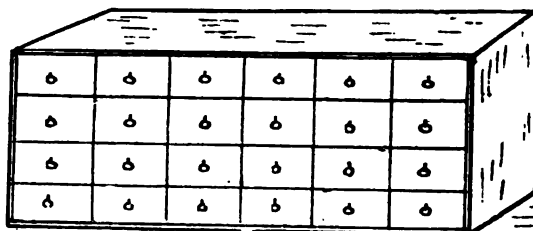
Here are the prices:

|                 |           |
|-----------------|-----------|
| 75c. grade..... | 58 cents. |
| 50c. grade..... | 35 cents. |
| 25c. grade..... | 19 cents. |

It is not likely to last long at these prices, so you had better come early.

#### A Home Made Label or Pill Cabinet.

The accompanying illustration represents a pill or label cabinet made by F. W. Marshall, Lexington, Mo., from cigar boxes fitted loose in a wooden box or case. Each cigar box is covered with marbled paper and lined on the inside with white paper. The lids are left on the boxes, which are stacked on top



of each other in the case. A label pasted on the end of each box denotes its contents. A small brass ring is put on the end of each box to pull it out by. The cabinet costs very little, the rings and paper being about the only portion of the materials which the druggist will have to purchase. Mr. Marshall uses this cabinet for storing labels and also for storing pills and small package goods.

#### Drinking in London.

Col. Henry Watterson, writing recently on Modern London in the *Louisville Courier-Journal*, said: "In nothing have the habits of gentlemen more changed than in the use of wine. Time was when each plate and table was enfladed, almost surrounded, by an escort of wine glasses, ranging from sherry to champagne, and tapering thence to Madeira and brandy, port, claret, Burgundy, the red alternating with white, and he was no good man and true who did not go through the list and survive it. To-day at the great houses you may have what you want, but rarely more than three glasses are visible—for white wine, for red wine and for champagne. Apollinaris is largely in evidence. The fine old English gentleman who made it a merit to get drunk on port and to sober up on claret has disappeared."





## THE LARGEST GATHERING OF DRUGGISTS ON RECORD.

**N**EVER before in the history of the drug trade has there been gathered such a large number of druggists as convened at Boston during the week beginning September 18, in attendance upon the seventh annual convention of the National Association of Retail Druggists. Over a thousand druggists were in attendance on the session, which was characterized by a degree of enthusiasm, of harmony and of earnestness unprecedented in the history of the drug trade. It affords us pleasure to present below a detailed account of the proceedings, a perusal of which will prove of keen interest to every person connected with the drug trade, whether as retailer, wholesaler or manufacturer. The effects of this meeting will no doubt be manifested in a rapid increase in the membership and a still more earnest effort upon the part of the retailers all over the United States to carry out the broad and far-reaching policies of this association, whose object is the betterment of trade conditions for every druggist, whether a member of the organization or not.

### BEFORE THE MEETING.

When the vanguard of the N. A. R. D. hosts reached Boston on Sunday morning, September 17, they found the city in mourning for her dead Mayor—the Honorable Patrick A. Collins. Flags were flying at half-mast from hotels and public buildings, and in the downtown, or business, districts the fronts of many of the dry goods and other stores were draped with crape, which in some instances framed large sized portraits of the deceased, accompanied by selections from his more famous political utterances, printed in type that could be read 200 feet away. The city appeared grief stricken, and on Monday, the day of the funeral, most of the business houses closed between the hours of 12 and 1 o'clock. Strangers within the gates could not thus remain long in ignorance as to the cause of the many demonstrations of sorrow. It was brought home to the delegates and visitors to the N. A. R. D. convention on Monday evening, when the Acting Mayor, Daniel J. Whelton,

appeared to welcome the association, clad in the funeral black which he had worn at the services for Mayor Collins earlier in the day, and in a voice broken with emotion craved the indulgence of his audience for any shortcomings on his part, due to the stress under which he was laboring, owing to the tragic death of his beloved chief.

It was difficult for the delegates, members and visitors to share the feelings of sorrow felt so profoundly by the citizens of Boston, for they came to the place of meeting filled with a buoyant sense of enthusiasm, born of a conviction that the association had at last established itself on a firm footing and was in a position of strength such as it never before occupied. The air was clear of the rumors of intrigue and political maneuvering from which the meetings have not in previous years been wholly free. The outlook at the opening sitting for a harmonious and wholly successful meeting was bright indeed.

## FIRST SITTING.

*Monday Evening, September 18.*

The large hall of the Mechanics' Building resembles a National Guard armory and is capable of holding several thousand persons. The hall is used principally for fairs and conventions, and it is the largest hall the N. A. R. D. has ever



T. VOEGELI, Minneapolis.

Retiring President.

convened in. As the various State delegations marched into the hall the leader was presented with a standard bearing the name of the State which he represented, and when all were seated the scene resembled the floor of a great national political convention. The New York delegation was the first to raise its banner, and it occupied the aisle to the extreme right of the stage, Dr. William Muir, of Brooklyn, being the standard bearer. The Massachusetts delegation occupied the first row of seats to the extreme left, while New Jersey and Georgia held the right and left, respectively, of the middle aisle. Ranging back from these, at intervals of five seats or more, were to be seen standards bearing the name of nearly every State and Territory in the Union. California was represented, as was also Idaho, Indian Territory and Oklahoma Territory. Maine, of course, was there, represented by one of the old guard, A. M. Robinson, of Bangor. Illinois was there in force with a delegation numbering over 85, while Pennsylvania was a close second. Some of the far Western States were able only to send one delegate, but visitors were numerous, and the audience of delegates, members and visitors included a large number of ladies, the wives and daughters of visiting and local druggists, who enhanced the brilliance of the assemblage in a marked degree. The galleries contained only a sprinkling of visitors, but it is safe to say that no audience of an equal size has ever before marked the opening night of a N. A. R. D. convention.

It was long past the scheduled hour before President Voegeli, of Minneapolis, called the convention to order. The hour set for the meeting was 7.30, but it was an hour later before he ascended the rostrum.

In opening Mr. Voegeli complimented the druggists of Boston on the splendid arrangements they had made for entertaining the visiting druggists and their friends. He made special acknowledgment of the evident care which had been taken by the local committees to look after the comfort of the ladies of the convention, fully and fittingly expressing the feelings of gratitude entertained by the delegates who had come long distances at finding the comfort and entertainment of their womenfolk so well looked after.

## WELCOMED BY THE STATE AUDITOR.

The welcome to the State of Massachusetts was to have been made by his Honor Lieutenant-Governor Curtis Guild, Jr., who, however, was unable to be present, and he was represented by State Auditor H. E. Turner, who expressed the regret he felt that the convention would not be able to hear the silver tongued orator of Massachusetts, the Lieutenant-Governor. After a welcoming speech of the utmost cordiality he told a story to illustrate a false impression which had gained currency regarding the warmth of Boston's hospitality.

## BOSTON AND NEW YORK HOSPITALITY.

He said he remembered hearing as a young man of a gentleman who had visited New York and Boston and who contrasted the hospitality of the two cities by saying that when he called for the first time to transact business with a New York man the New Yorker immediately asked him out to "have something." The New Yorker then offered to put him up at his club and ended by presenting him with tickets for the theater, meanwhile making it easy for him to go out and see the races, besides making him generally at home while in the city.

This same friend of Mr. Turner when he visited Boston called on a deacon of the church, who was an occasional purchaser of the goods in which he was interested. The dignified deacon at once invited him to take a look at the Common, the Frog Pond, Bunker Hill and other sights of historical interest, and told the travelling man that if he was to remain in the city over Sunday he would be pleased to have him worship with him in the Park Street Church, his pew being No. 19!

## NOT TRUE!

Mr. Turner denied the accuracy of the picture and insisted that there was not a warmer hearted people anywhere in the world than in Boston, and they proposed that visitors should enjoy themselves in their own way and be glad to come again. He especially hoped that during the present stay of the association the delegates would visit the State House and see the codfish which presides over the destinies of Boston.

President Voegeli called upon Dr. William C. Anderson, of Brooklyn, the president of the Metropolitan Association of Retail Druggists of New York, to respond for the association, which he did in eloquent and glowing words of appreciation,



M. T. BRESLIN, New Orleans.

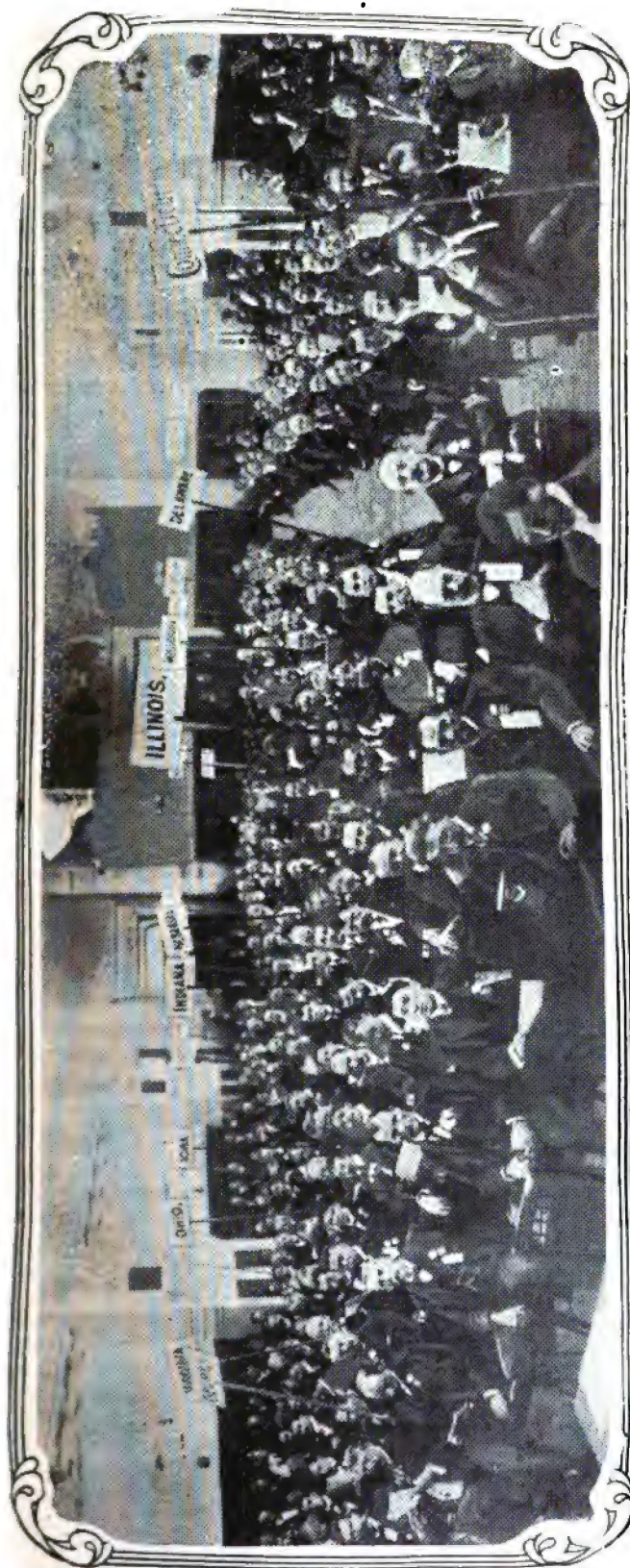
President-elect.

not forgetting to interject an occasional twinkle of humor, as when he referred to the fact that the delegates were under the protection of a Governor who had had years of experience in looking after "soles."



## BOSTON'S SORROW.

Reference is made elsewhere to the sorrow in which Boston had been plunged by the sudden death of her beloved Mayor. When President Voegell introduced Mayor Daniel J. Whelton



Interior of Paul Revere Hall During a Session of the National Association of Retail Druggists.

Courtesy Boston Herald.

there was a hush of expectancy, for many in the audience were aware that this would be his first public address since his induction into the office of chief magistrate. Mr. Whelton looked a very young man to occupy the exalted position of

chief executive of a city like Boston, but his make-up showed a man of evident force of character. His clear cut physiognomy and strong, square jaw revealed decision and strength of character, while his dignified demeanor was impressive. The acting Mayor's voice faltered when he first greeted his audience and he told his listeners that he had hardly the heart to speak to them, coming as he did so recently from the funeral of the lamented chief executive, whose passing away had so saddened the whole city. His voice was broken with emotion as he said this, but speedily recovering himself he added: "But I should be unmindful of the many warm friends I have among the druggists of Boston if I allowed the occasion of your presence here to pass without welcoming you in the name of the city. I could not refuse this to my old friend Mr. Canning, who has importuned me to come. The city of Boston officially welcomes you within her borders. To speak to you of her history would be a reflection on your intelligence. This is a notable gathering. This is the first time I was ever in a convention where I have seen so many banners representing the different States—except in a political convention. I am informed that this is your seventh annual gathering. Your number is a tribute to your organization."

Mayor Whelton concluded by again assuring the convention that Boston was happy to be chosen as the place of meeting, and he hoped that the association would honor the city by returning to it.

Walter H. Gale, of Chicago, responded to Mayor Whelton's speech of welcome. He expressed to him the thanks of the association and the delegates' sympathy for the city in its bereavement.

Peter J. McCormick, president of the Massachusetts Pharmaceutical Association, extended greetings and welcome on behalf of the druggists of the State. He said that the Massachusetts State Pharmaceutical Association was in a flourishing condition, having a membership of 900, the largest in its history.

## HENRY CANNING GETS AN Ovation.

Henry Canning was called upon to respond for the Boston Druggists' Association. As he stepped to the front of the platform he was greeted by an outburst of applause which evidently touched him deeply, and he began his extemporaneous greeting with the observation that from the magnificent outburst with which the delegates had received him he knew that he was among his friends. Mr. Canning gave a very interesting account of the efforts made in 1880 to effect an organization like the N. A. R. D. A National Retail Druggists' Association (N. R. D. A.) was formed, but it did not live long. He said that sectionalism and politics were the bane of associations like the N. A. R. D., and he hoped that they would never find a place in it.

## THE ROLL OF STATES.

Alabama—W. E. Bingham, Tuscaloosa, said his State was proud of the distinction of standing first in the list of N. A. R. D. States, and he was also proud to say that Alabama was not second to any State in its loyalty to the N. A. R. D.

Colorado—Charles J. Clayton, Denver, said he was there from Colorado because he was convinced that the association was an agency for good, and he expected to return to Colorado and convince his fellow druggists of the advantages of "getting next."

Connecticut—Capt. J. K. Williams, of Hartford, said he was proud of the fact that Connecticut had been the first of the New England States to enlist under the banner of the N. A. R. D.

Delaware—T. B. Cartmell, of Wilmington, made the point that all the larger States as well as little Delaware were getting good out of the N. A. R. D.

District of Columbia—Samuel L. Hilton, of Washington, acknowledged that the N. A. R. D. had enabled the druggists of his territory to advance prices on many proprietaries, and instanced several lines on which he was realizing widened profits.

Florida—H. C. Groves, of Ocala, responded for the Flower State.

Georgia—George D. Case, of Milledgeville, said he believed

in inspiration—that all good things came as the result of inspired thought. He wished he were sufficiently inspired to adequately portray the great possibilities for good embraced within the N. A. R. D. He could not do the subject justice without being inspired on a basis of about 140 lbs. pressure to the square inch. The N. A. R. D. had raised pharmacy out of the mire of degradation by “curing” the cutter, which reminded him of the statement of a tipsy customer of his who, sizing up the long Georgian, exclaimed: “I heard you had dropsy once. Well, if you did, you’re the best cured man I ever saw.” That’s the way it was with a large army of former cutters.

Illinois—William K. Forsyth, of Chicago, paid eloquent testimony to the worth of several sons of the Prairie State who were prominent in the councils of the N. A. R. D.

Indiana—I. N. Helms, of Indianapolis, spoke hopefully of the outlook for increased membership for the N. A. R. D. in his State.

Iowa—O. H. Broom, of Council Bluffs, said that the N. A. R. D. had accomplished a great deal toward the restriction of cutting in Iowa; 77 counties of 99 were now organized, and he expected to see the balance in line before next January.

Kansas—A. O. Rosser, of Topeka, responded wittily for the Sunflower State.

Kentucky—Simon N. Jones, of Louisville. One has only

two years much had been accomplished in the old Granite State by the N. A. R. D. for the druggists.

New Jersey—T. S. Armstrong, of Plainfield, was full of enthusiasm and said it would be impossible for him to tell in two minutes all the good work done in New Jersey, it would require all the evening.

New York—J. A. Lockie, of Buffalo, began his response by saying he was glad that there was a time limit on speeches. The Empire State was on hand with a larger delegation than ever before and correspondingly larger enthusiasm and determination to advance the cause of honest pharmacy.

North Carolina—George Kilpartham, of Dunn, said he came up from the far away State of North Carolina without a kick. Everything was lovely and flourishing with the Tar-healers, and he invited all druggists in States where they couldn’t make a living to come to North Carolina.

Ohio—Major Vortkamp, of Lima, said the work of the Buckeye State organization spoke for itself. They originated the D. C. S. N. plan, and that was glory enough for any state.

Oklahoma—F. B. Lillie, of Guthrie, said he was glad to be here, but that next time he expected to represent a full-fledged State instead of a Territory.

Pennsylvania—William O. Frailey, of Lancaster, said the old Keystone State greeted Massachusetts and felt that it, too, was signally favored. It had its Independence Hall to match



Trinity Church.

Boston Art Museum.

Mechanics' Hall.

Public Library.

COPLEY SQUARE.

to shout the name Jones loud enough at any N. A. R. D. session to bring the delegates to their feet with cheers and handclapping and demands that the bearer of the name take the platform. There was no escape for the gallant Kentuckian when he stood up to respond this time for the Blue Grass State, which he represented worthily, as he always does.

Louisiana—A. O. Cazarowski, of New Orleans, acknowledged the welcoming speeches on behalf of his fellow delegates.

Maine—A. M. Robinson, of Bangor, one of the “old guard,” said that when he looked back to six years ago and recalled that the whole of New England was then represented by but six men, and contrasted this with the magnificent size of the present audience, he could not help but say, “we are growing.”

Maryland—Lee Williams, of Baltimore, responded.

Massachusetts—F. H. Butler, of Lowell, said he hoped Boston would be remembered as the place where the N. A. R. D. got a fresh start.

Michigan—L. B. Millard, of Adrian, pledged hearty co-operation and support.

Minnesota—H. W. Rietske, of St. Paul, said Minnesota was in excellent shape, and he was proud of what had been accomplished there.

Missouri—F. B. Johnson, of St. Louis, said that his State had sent delegates to Boston to help, not to get help, as grand old Missouri, with Folk as the next President, was in excellent condition and happy. He was proud of the fact that his home city was the birthplace of the N. A. R. D.

Nebraska—Charles R. Sherman, of Omaha, spoke for this State, saying that N. A. R. D. sentiment was growing and the trade conditions were steadily improving as a consequence.

New Hampshire—W. D. Grace, of Portsmouth, said that in

Faneuil Hall, its Valley Forge to match Bunker Hill, etc., and he thought the two States were like two boys who had been given presents, while the other boys had received none. Mr. Frailey said the N. A. R. D. stood for all that was good and true in pharmacy and should receive the support of every high-minded druggist.

Rhode Island—James O'Hara, of Providence, extended the greetings of the druggists of that state and pledged continued loyalty.

Tennessee—Jesse L. Nelson, of Jackson, expressed great admiration for the wisdom and good judgment displayed by the leaders of the N. A. R. D., and especially commended the Direct Contract Serial Numbering Plan.

Vermont—W. T. Root, of Brattleboro, said the Green Mountain State was with the N. A. R. D. to the finish.

Virginia—E. C. Hamner, Lynchburg, declared that the Old Dominion State would do her part to keep the N. A. R. D. banner aloft.

West Virginia—John Coleman, Wheeling, said there were one thousand druggists in his state who were fighting the battles of the N. A. R. D., because it had brought them results.

Wisconsin—Edw. Williams, Madison, brought cordial greetings, and stated that the Badger druggists knew a good thing when they saw it, and proposed to stay with it.

#### REETING FROM THE A. PH. A.

S. A. D. Sheppard, treasurer of the American Pharmaceutical Association, was introduced by the chair to extend greetings on behalf of his association, which he did briefly but cordially, and then announced that the president of the American Pharmaceutical Association, Joseph L. Lemberger, of Leb-



anon, Pa., was on the platform and he would like to give way to him.

Mr. Lemberger made a very favorable impression on his audience as he told of the great pleasure which it had afforded him as the president of the American Pharmaceutical Association to stand before them in his representative capacity. He



S. A. D. SHEPPARD,  
Delegate from the A. Ph. A.

was eloquent and convincing as he spoke of the fraternity and harmony that existed between the two national bodies. If it had not been for the great American Pharmaceutical Association, said he, the great N. A. R. D. would not be possible, the great N. W. D. A. would hardly have been possible, and if the principles of the older associations were studied it would be seen how they were patterned after the American Pharmaceutical Association. The 50 years of A. Ph. A. history behind the N. A. R. D. made the latter's success possible.

Philip Hirseman was eloquent in his response to Mr. Lemberger. In ringing words he told how the N. A. R. D. had proved the financial salvation of the retail druggists of the country. Every one who could creep or crawl or whom a train could draw was here to attend this convention. There had been times, he said, when his own courage had failed him and he had doubted the ultimate success of the N. A. R. D. movement, but the right men had been always at the helm and the association had successfully weathered many storms.

#### THE N. W. D. A. HEARD FROM.

J. A. Gilman, of Boston, appeared as the representative of the National Wholesale Druggists' Association, and began his talk with an excuse for making a long address, which consisted of a story of Henry Ward Beecher, the moral of which was that it was useless to speak on patience except the sermon was long enough for the audience to put it into practice. Mr. Gilman referred with pride to the part the N. W. D. A. had taken in supporting the Direct Contract Serial Numbering Plan, and read the resolution adopted at New Orleans with regard to this.

Mr. Gilman concluded by urging upon retailers the necessity of protecting the jobber in his chosen sphere as a measure of return for what the jobber was doing to aid them, and to aid the proprietors as well in their efforts to create and maintain stable conditions.

The response to the greetings of the N. W. D. A. was made by Vice-President Breslin, of New Orleans.

Major Harry L. Kramer is still the popular favorite he has always been with the delegates to N. A. R. D. conventions. When President Voegeli asked him to speak, a half a dozen persons in the hall immediately wanted to know "What's the matter with

Kramer?" and almost the entire audience insisted on his taking the platform.

Mr. Kramer said he would have to cut his speech short in order to allow the delegates to enjoy themselves in the manner provided for by the local committee, dancing having been arranged for in Paul Revere Hall upstairs. He paid a choice compliment to the loyalty of Secretary Wooten, secretary of the association, and emphasized his remarks by "getting off" an original poem (?) of his own composition, which sounded somewhat as follows:

Let the howlers howl and the prowlers prowl,  
And the gee-gaw gaw,  
Beyond the night there is plenty of light,  
And the N. A. R. D., I know, it is right.

When pressed for a definition of the word "gee-gaw" the versatile Major said that a gee-gaw was the subterraneous passage of a shrimp.

F. V. Johnson, president of the St. Louis Retail Druggists' Association, responded, and vigorously denounced substitution, at the same time making acknowledgment of what the proprietors have done to make trade conditions more satisfactory.

The appointment of assistant secretaries was announced, A. Clayton Searles, of New York, and A. Timberlake, of Indianapolis, being named. A Committee on Credentials was named, of which ex-Senator W. J. Bullock is chairman, after which vacancies were filled on the Committee on Form of Organization. The first sitting then adjourned.

#### SECOND SITTING.

Tuesday, September 19, 10.45 o'clock.

After calling the convention to order and entertaining a motion to dispense with the reading of the minutes of the preceding sitting President Voegeli resigned the chair to Vice-President Judge and proceeded to read his annual address.

#### ADDRESS OF THE PRESIDENT.

In opening his address President Voegeli said:

Life's greatest victories come to those who, espousing a righteous cause, have the courage of their convictions and are ever ready to maintain them by that convincing and boundless enthusiasm that recognizes no such word as failure. Men die, or are brushed aside in the mad struggle of life, but principles, founded upon eternal justice and the welfare and betterment of life conditions, live on until their beneficent influence extends a helping hand to all who will but enter the fold.



CHAS. F. MANN,  
Treasurer.

He said that the N. A. R. D. had passed through the fierce struggles of the initial stages of existence to emerge into the bright light of honest victory, and he deemed it eminently fitting that the seventh annual convention, coming at a time when the fight for right had been practically won, should be held in the cradle of American liberty and in a hall whose very name,



Paul Revere, was redolent of the spirit of sturdy independence and of intolerance of wrong. He said that a review of the general condition of the drug trade shows that it had been much improved through the agency of the N. A. R. D. In many places where the pharmacists had been on the verge of bankruptcy the "get together" policy of the N. A. R. D. had brought about a turn for the better and restored the almost bankrupt druggists to prosperity. Not alone commercially but also in matters of ethics and of higher standards of quality the N. A. R. D. had been a factor for good.

#### RELATIONS WITH PROPRIETORS.

It was less than three years ago that the Direct Contract and Serial Numbering Plan was adopted by one proprietor, the Miles Medical Company, against the advice of practically every proprietor in the United States. Since that time the success

He entered a plea for greater accuracy and reliability in the advertising methods of patent medicine manufacturers, who by their extravagant claims had laid themselves open to the attacks which had recently been made upon them in several magazines.

Mr. Voegeli said that the buying club question had been a source of constant friction. In the interest of fairness to all concerned the Executive Committee favored the recognition of only such clubs as had given satisfactory evidence that their business was being conducted along the identical lines on which jobbing houses were usually conducted. While this decision gave offense to some, it was undoubtedly to the best interest of all. He referred to the increased revenue and also to the increased expenditure, and said that eliminating the donations that had heretofore played such an important part in the in-



Mechanics' Hall, Where the Meetings Were Held. Paul Revere Hall is a Smaller Hall Within Mechanics' Hall. Banner is Right Over Entrance to Paul Revere Hall.

of the plan has been so thoroughly demonstrated that many others have likewise adopted it, and practically every important proprietor has adopted some sort of contract plan intended to protect the retail dealer. He said that a Serial Number Direct Contract Plan for all patent and proprietary goods, with a price of \$2, \$4 and \$8, should be the slogan of the association, and that no diminution of efforts should be permitted until this object had been attained.

Touching upon the question of coupon distribution, the president said:

The coupon distribution system hardly affords the average retailer sufficient advantage to warrant his accepting the proposition, and I believe it would be only justice to the retailer to so modify it as to remunerate him by giving him credit for the retail selling price of the article in his community instead of replacing the article or allowing only the absolute cost thereof. To secure the most satisfactory co-operation at the hands of the retailer, it seems logical that he must receive a reward for his labor that is commensurate with the advertising value of his services during the distribution of the goods, and I would commend this subject to the most serious consideration of manufacturers.

come of the association, the organization was liable to encounter a disagreeable shortage unless there was a very large increase in the membership and a decrease in the cost of collecting dues.

#### MAIL ORDER HOUSES.

The president energetically denounced mail order houses as fruitful sources of trade demoralization and urged druggists to co-operate with other trade interests in educating the people as to the dangers from fostering this kind of business.

He sounded a note of warning as to the possibility of the reimposition of the stamp tax.

The fraternal relations of the association with other organizations grow constantly closer and better attuned, and in referring to the American Pharmaceutical Association he said that the address of President Beal paved the way for complete harmony between the two organizations and that for this address he was entitled to and should receive the most cordial acknowledgment from the N. A. R. D.

He urged the need for some uniformity of registration or something approximating national registration for pharmacists.

He referred with pleasure to the cordial attitude of the pharmaceutical press toward the association and acknowledged with gratitude the yeoman service done by the pharmaceutical press. In closing the president foretold a long, vigorous and useful career for the association.

On motion of Dr. Muir, of Brooklyn, the address was received and referred to the Committee on Resolutions for appropriate action.

The report of the Executive Committee was then called for, and Simon N. Jones, of Louisville, read it as chairman.

#### Report of the Executive Committee.

By SIMON N. JONES, Chairman.

Mr. Jones introduced the report of the Executive Committee, which was signed by his associates as well as himself, with an interesting contrast between the conditions which have made Boston famous historically and the work of the National Association. "While national interest in this particular locality centers," the report said, "in the efforts of our forefathers to obtain and secure to us liberty and independence, the work of our association has been to secure the same sort of liberty and independence to the retail druggists of our country. We have sought freedom from illegitimate and unfair competition; freedom from the dominating power of an all-powerful drug trust which, though participated in by a comparatively small number of retail druggists, has been, through its business methods, the means of crushing many of our fellows, putting them out of business, and of robbing many others of the fruits of their talent, money investment and labor. When we stigmatize methods of this kind as illegitimate and unfair we believe we are not stating the proposition unjustly or using language needlessly strong."

This opening statement of the report, delivered, as it was, with great oratorical effect by Mr. Jones, evoked a storm of applause.

#### THE ISSUANCE OF A NATIONAL SALESMAN'S CARD NOT DEEMED FEASIBLE.

The report then disposed of some of the resolutions that were referred to the Executive Committee by the association at



B. E. PRITCHARD, McKeesport, Pa.

its last convention. As to resolution B, relating to the adoption of a national salesman's card, Mr. Jones said:

"Your committee concluded that considering the fact that we have been receiving from the great majority of those composing the allied branches of the trade loyal support, the issuance of these cards, which would have entailed a great deal

of work and expense upon the association, would not be justified. For this reason the committee determined not to attempt their issuance. Our loyal friends would have used and paid for them, but the few bushwhackers, who are not giving us their co-operation, would have managed, in some manner, to get along without them, and as a result we would be simply taxing our friends. The committee does not wish to be understood as opposing the use of a national salesman's card. Its



W. E. BINGHAM, Tuscaloosa, Ala.

position is that at the present, at least, the scheme seems impracticable."

#### SALES TO PHYSICIANS.

Sales by manufacturers of pharmaceuticals to physicians direct was unequivocally condemned. Except in rare instances such sales, the committee recommended, are to be looked upon as an act of hostility to the retail drug trade.

#### CO-OPERATIVE FIRE INSURANCE NOT DEEMED FEASIBLE.

The project of forming a co-operative fire insurance company, to be used as a source of profit to the association, was found to be one fraught with serious difficulties. The committee felt that it would not be justified in spending the large sum of money which would be required for a detailed investigation of the subject without authorization. However, if the convention desired such an investigation to be made the committee recommended that it (the convention) authorize the expenditure of a sum sufficient for the purpose.

#### CO-OPERATIVE FIRE INSURANCE TO BE INVESTIGATED.

The druggists' co-operative fire insurance project was given further consideration by the Executive Committee after the report was filed. Mr. Freericks, who had presented the matter at the St. Louis meeting, was given an opportunity to further explain his position relative thereto and to discuss the possible connection of the N. A. R. D. with such an undertaking. He accepted the opportunity to make it clear that it had at no time been his intention to advocate that the association on its own account enter into the insurance business. His contention was that the association should favor the incorporation of a company the control of which was to lie exclusively with retail druggists, for the reason that such a company would be of immense advantage to the retail trade in all parts of the country, saving and earning for them about 50 per cent. of the present premium rates as paid to regular insurance companies. In order that the matter might be thoroughly considered by disinterested parties Mr. Freericks requested that the Executive Committee recommend the appointment of a special committee on insurance, the personnel of which to be constituted from delegates outside of Ohio.

In accordance with these representations the Executive



*Courtesy Boston Herald.*

OFFICERS AND MEMBERS OF THE EXECUTIVE COMMITTEE OF THE N. A. R. D.

Committee submitted a recommendation to the convention that the president appoint a special committee to investigate and report at this meeting.

#### OTHER PROJECTS.

The offer of a certain drug journal to merge its identity with *Notes*, the official organ of the association, was referred to briefly and the announcement made that although the offer was more or less tempting the committee deemed it inadvisable for the association to become identified with any advertising proposition; hence the offer was declined.

Mr. Jones said that the Executive Committee were convinced that the interests of the N. A. R. D. and its members could be best served by following closely the lines marked out originally, and all complications that would promote anything but the accomplishment of the association's real purpose, the improvement of the condition of the retail druggist, should be avoided. The paramount work at the present time was the advancement and enforcement of the Direct Contract Serial Numbering Plan. (Cheers.)

#### RELATIONS WITH PROPRIETORS.

More agreeable every year grow the relations between the association and individual proprietors, said the report, which continued:

"The Peruna Company, the Wells & Richardson Company, the Paris Medicine Company, the Piso Company, the W. H. Hill Company, the Hentz Company and many others of less prominence who have adopted the Direct Contract Plan have followed in the footsteps of the Sterling Remedy Company and the Dr. Miles Medical Company in earnest endeavors to co-operate with us to the fullest extent in doing what we believe

is demanded by our common welfare. With these should be mentioned the World's Dispensary Medical Association, California Flg Syrup Company, Dr. Shoop Medicine Company, Dr. Kilmer & Co., A. C. Meyer & Co., Morgan Drug Company, Freeman Perfume Company and others. Indeed, we could prolong this list to include nearly all of the proprietors whose goods have a national sale. Very few of them have not been willing at all times to extend to us a helping hand in the great work in which we are engaged."

#### D. C. S. N. PLAN.

It was announced that since the adjournment of the St. Louis convention three more proprietors whose products have a general sale had adopted the Direct Contract Serial Numbering Plan, at full prices. Those now using this plan at full prices were named as follows:

The Dr. Miles Medical Company, Elkhart, Ind.  
The Hentz Company, Philadelphia, Pa.  
The Paris Medicine Company, St. Louis, Mo.  
The Piso Company, Warren, Pa.  
The W. H. Hill Company, Detroit, Mich.  
The Milks Emulsion Company, Terre Haute, Ind.

A number of firms whose goods have as yet only a local demand were stated to be using the plan with great satisfaction and profit to themselves and their distributors. In addition to the foregoing, the following firms have adopted the plan with a minimum price:

Peruna Drug Mfg. Company, Columbus, Ohio.  
Wells & Richardson Company, Burlington, Vt.

Several smaller concerns had also adopted this plan, using a minimum price, Dr. Felt Chemical Company, of Boston, being named as prominent among them.



**STRONG FOR THE DIRECT CONTRACT PLAN.**

The committee, through Mr. Jones, reiterated their conviction that the Direct Contract Serial Numbering Plan was the only plan that afforded adequate protection to the retailer, and the association was urged to take such steps as would cause proprietors generally to market their preparations under it. It was confidently predicted by the committee that there would



JOHN R. THOMPSON, Pittsburgh, Pa.

never again be a good selling proprietary remedy put on the market except under this plan.

**THE LIMITED CONTRACT PLAN.**

Excellent results had come from the adoption of the plan in which use is made of a contract by the jobber but no contract is required of the retailer. This only means reinforcing the tripartite plan, with the added advantage, however, that it was possible to trace the goods to the original wholesale purchaser and also to the person to whom the goods were first sold by the wholesaler. The plan acted as a check upon "the weak-kneed jobber," and the aggressive cutters, both wholesale and retail, were greatly handicapped by the necessity for handling serially numbered goods.

The firms using the Limited Contract Plan are the following:

World's Dispensary Medical Association, Buffalo, N. Y.  
California Fig Syrup Company, San Francisco, Cal.  
Dr. Kilmer & Co., Binghamton, N. Y.  
Dr. Shoop Family Medicine Company, Racine, Wis.  
A. C. Meyer & Co., Baltimore, Md.  
Morgan Drug Company, Brooklyn, N. Y.  
Freeman Perfume Company, Cincinnati, Ohio.

**FAINT PRAISE FOR THE TRIPARTITE PLAN.**

The Tripartite Plan received the barest mention. It was of "some service," the report said, for while the number of proprietors who had adopted the full direct contract and the limited contract plan, respectively, together with those who were using other means to control the price and the distribution of their products, was now rather large, there were still quite a number who adhered to the old tripartite plan. Of course this was infinitely better than having their products sold broadcast to any one who had the money to pay for them, because the plan did afford the legitimate dealer some protection.

**BUYING PRICES.**

The demand for the marketing of goods at uniform prices of \$2, \$4 and \$8 continues as insistent as ever. On this subject the report said that if the retail trade would systematically discourage the sale of articles that were marketed at prices allowing no profit, or, better still, decline to carry them in stock, the chances are these proprietors would soon be con-

vinced that retail dealers were worthy of some compensation for distributing their products. But so long as retailers continued to supply their goods and use no effort to protect themselves, just so long would this imposition continue. It was "up to" the individual retail druggist to take action along this line, said the committee. If he is asked to buy goods that are marketed above \$2, \$4 and \$8, he should positively decline to have anything to do with them. This important question was referred to the association's careful attention.

**THE N. A. R. D. AND THE JOBBERS.**

The relations of the association with wholesale druggists were described as increasingly harmonious, and the belief was expressed that the jobbing trade was in hearty accord with every effort the N. A. R. D. was making to advance the prosperity of the retail druggists.

**CONGRATULATIONS FOR RETAILERS.**

The gratifying statement was made that for the first time in the history of the association the work had been pushed vigorously in every section of the country with the money that had been paid into its treasury by the retailers. The report went on:

"Our fondest hopes from the beginning of the National Association's existence has been that the time would come when this association would be financially supported by the retailers themselves. For the realization of this each Executive Committee at the end of its year's service has earnestly appealed to the association. This year our treasurer closes his accounts with a fair balance on the right side of the cash book, practically all contributed by those in whose interest our work during the past seven years has been done. (Cheers.)"

**TRADING STAMPS**

came in for the usual condemnation. They were characterized as a menace to the trade, and proprietors were urged to take means to abolish the stamps as a violation of their contracts.

**SLOT TELEPHONES ADVOCATED.**

The following are paragraphs from the report relating to telephones:

Regarding the abuse of the telephone privilege by the public, at our last convention a resolution was adopted urging local



HARRY S. GREGG,

Representative of the St. Louis Club.

associations to take steps to secure the installation of slot machines. In Chicago we are informed that since the adoption of the slot machine telephones have proven a substantial source of revenue to our people. We believe that by concerted action, especially in the larger cities, this same condition can be established quite generally.

Compactly organized local associations can always wield a strong influence, and as the drug store is headquarters for every accommodation the public expects, we should use every effort to make the telephone a source of revenue rather than an expense, as it now is, in most instances. There is no other way in which this can be accomplished than by going to the companies as united bodies and making a demand for fair remuneration for accommodating the public; in other words, co-operating with the telephone companies in serving the public, but demanding of the companies a fair division of the profits arising from this service.

#### OPPOSED TO PROPOSED STAMP TAX.

The association was urged to go on record as opposing any attempt to reimpose a stamp tax on proprietary remedies. "Of all the taxes that could be imposed, none was so burdensome or troublesome as a stamp tax, and we give this warning that the fight against the proposed measure may be instituted before it comes up.

#### A WISE AND PRUDENT COUNSELOR.

In speaking of the establishment of a law department high praise was awarded to Counselor Joseph W. Errant, of Chicago. On this point the report said:

To the management of our legal matters in the earlier history of the association, Mr. Errant devoted a great deal



J. C. GALLAGHER, Jersey City.

of time and labor, for which he was insufficiently compensated because we were not in a financial condition to properly reimburse him. But he took hold of our affairs with an earnestness and zeal not to be expected from any one not directly interested in our particular calling. Since we have become stronger, our interests now being bounded only by the limits of this great country, his advice has been in greater demand. How successfully he has guided us out of our legal troubles is known to all, but especially to those of us who have had the directing of the association's activities.

From the commencement of his work Mr. Errant has evidently felt great interest in the contest we were waging to make our vocation remunerative and to prevent our enemies from driving many of us entirely out of business. He has wielded an influence in local, State and national affairs in which we were concerned that has redounded to our benefit and has brought the National Association into prominence as a well organized protest against unjust business methods. At all times safe and cautious, reserving his opinion and advice until sure of its absolute correctness, he has guided us safely through all litigation in which we were involved, has wisely counseled us when litigation threatened, and after these years of experience we can point with pride to our record of avoiding even the appearance of swerving from the straight course pursued by every man and every aggregation of men who honor and obey the laws of their country.

#### DIPLOMATIST JOHN C. GALLAGHER, OF NEW JERSEY.

The extreme of praise was paid to John C. Gallagher, of Jersey City, N. J., who was recommended a vote of thanks in the following eulogistic terms:

Before closing this report your Executive Committee desires to express gratitude to a member and delegate to this convention whose service to our cause has been inestimable. Refusing the honors of official position, sacrificing his time and his personal interests in giving attention to N. A. R. D. affairs, his services have always been at our command. Situated, as he is, in a section that has been a storm center of trade demoralization for years, many important questions which the committee has placed in his hands have been managed with the skill and adroitness of a trained diplomat. In recognition of these services we recommend that a vote of thanks be tendered to him in appreciation of signal benefits which the association has received at his hands. The man we refer to is John C. Gallagher, of New Jersey.

After referring in general terms to the future of the association and making a plea for the extension of circulation and influence of *N. A. R. D. Notes*, the report closed with the signatures of the committee as follows: Simon N. Jones, Thos. Voegell, Chas. Rehfuess, M. T. Breslin, J. A. Lockie, Lewis C. Hopp, Wm. D. Wheeler.

The report was received with uproarious applause, the delegates screaming themselves hoarse with approval of its contents.

#### A GREAT REPORT.

W. C. Anderson, of Brooklyn, made a stirring speech in commendation of the report. In his opinion it was one of the grandest addresses that had ever been presented to the national body. He believed that if the document was printed and distributed to the druggists of the country it would bind them with bonds of steel to the National Association. A motion to receive the report and refer it to the Committee on Resolutions was presented, but on motion of Dr. Muir, who intended it as a compliment to Mr. Jones, a substitute motion was entertained to adopt the report by a rising vote. This is something that has never before been done. Amid tumultuous applause the convention ratified the report.

The recommendation of the Executive Committee that a rising vote of thanks be tendered to John C. Gallagher, of Jersey City, was then put to the meeting and adopted by a rising vote.



"JOEL BLANC" (J. LEYDEN WHITE).

Joel Blanc, whose racy dialectical contributions to N. A. R. D. literature have made his pen name a familiar one throughout the length and breadth of the country wherever the periodical literature of pharmacy penetrates, became identified with N. A. R. D. work through the part he took in originating the first contract plan, known as the Worcester Plan. As a traveling man he has spread the N. A. R. D. propaganda over twenty-two States. He has been connected with the trade for some twenty-two years, since he commenced as a stock boy with the firm of Lord, Owen & Co., Chicago. Under the pseudonyms, "Joel Blanc" and "Joel Blanc, Jr." Mr. White has written about forty full-page articles dealing with N. A. R. D. subjects for the drug periodicals, most of his contributions appearing in *N. A. R. D. Notes*, besides many short squibs of the pithy, pointed kind. He attended the Boston convention as an N. A. R. D. delegate from the Pennsylvania Pharmaceutical Association.



Assistant Secretary Searles then read several communications. One was from Leonard Tillotson, which stated that the writer had been taken sick on his way from Texas and was now lying at the Palmer House, Chicago. On motion of Mr. Fleischner, of New Haven, Conn., the secretary was instructed to acknowledge the communication by a telegram of sympathy.

#### JOHNSON & JOHNSON SIGNALLY HONORED.

One of the finest tributes the association has ever paid to a manufacturing house was evoked by a statement delivered from the platform by D. E. Bransome, the representative of Johnson & Johnson. Mr. Bransome was invited to the platform, and, addressing the audience, said he wished he had the eloquence of a Voegeli, a Jones, or even a Demosthenes, to properly greet the delegates on behalf of the busy beehive of industry on the banks of the Raritan which he represented. He recalled the fact that last year the firm of Johnson & Johnson had adopted a direct numbering plan which would yield to the National Association a commission of \$1 a gross on all Red Cross plasters of a certain kind which were sold by druggists during the year. He now had pleasure in turning over to the association's treasury a check for \$1,000, representing the commission to be paid to the association. He said smilingly that the acceptance of this check by the association somehow brought up a contrast between the sublime and the ridiculous. The enthusiasm of the members over the announcement of the profit to the association was sublime, but the smallness of the check was ridiculous—ridiculous when it was considered what power the association was possessed of.

President Voegeli expressed the hope that the members would push J. & J. plasters with more energy than ever during the next year in order to help swell the funds of the treasury.

The next order of business being the presentation of the report of the Committee on Credentials, this was called for.



DR. JOSEPH R. NOEL, Chicago,

General Organizer.

but ex-Senator Bullock asked for delay, as the report was not quite ready, which was granted.

The report of the secretary was also called for, but as it was past the noon hour the reading of it was deferred until the afternoon sitting.

### THIRD SITTING.

Tuesday Afternoon, 2.50 o'Clock.

After the usual routine business of reading the minutes, etc., the report of the Committee on Credentials was called for. Chairman Bullock accordingly read the list of properly accredited delegates as passed upon by the committee, and the report being incomplete it was received and left open for additions.



JAMES A. LOCKIE, Buffalo,

Member of Executive Committee.

Secretary Thomas V. Wooten then presented the annual report of his office.

#### Report of the Secretary.

The report of the secretary was, as usual, a lengthy paper giving statistics in detail regarding the membership of the association. During the past year four local associations have resigned and 216 been added. One State association has been dropped during the year and seven added. The total membership comprises 946 local associations and 36 State associations, a total of 982. This is a gain of 168, or 20 3-5 per cent., in total membership as compared with the gain of 5 1/4 per cent. in the preceding year. The secretary's financial statement from October 1, 1904, to August 31, 1905, follows:

#### FINANCIAL STATEMENT.

|   |                    |
|---|--------------------|
| Expenses of secretary's office.....                           | \$13,251.87        |
| Expenses of treasurer's office.....                           | 593.79             |
| Per diem, mileage and expenses of Executive Committee....     | 312.08             |
| Expenses of Organization Department.....                      | 48,168.00          |
| Expenses of Legal Department.....                             | 3,057.68           |
| Expenses of Publicity Department.....                         | 14,157.90          |
| Official stenographer and other expenses St. Louis Convention | 217.40             |
| Expenses of Legislative Committee.....                        | 154.21             |
| Expenses of Transportation Committee.....                     | 3.25               |
| Dues of two members, McPherson County, Kan., Association.     | 8.00               |
| <b>Total.....</b>   | <b>\$79,924.18</b> |

#### SUMMARY OF EXPENSES OF THE SECRETARY'S OFFICE.

|   |                    |
|---|--------------------|
| Secretary's salary.....   | \$3,208.29         |
| Salaries of correspondents, stenographers, bookkeepers, filing clerks, etc..... | 5,440.33           |
| Postage.....  | 1,610.80           |
| Printing and stationery.....  | 1,079.50           |
| Rent, janitor service and toilet requisites.....                                | 992.25             |
| Furniture, office fixtures and typewriters (bought and repaired).....           | 367.11             |
| Files, books and maps.....  | 80.10              |
| Telegrams, telephone and messenger service.....                                 | 296.87             |
| Secretary's traveling expenses.....   | 75.90              |
| Express charges.....  | 47.68              |
| Bond of secretary.....  | 10.00              |
| Advertisements and newspapers.....  | 16.75              |
| Roanoke Mercantile Agency (cutters' list).....                                  | 8.00               |
| Taxes.....  | 6.41               |
| Proprietary medicines bought.....   | 4.26               |
| Petty office expenses.....  | 6.12               |
| <b>Total.....</b>   | <b>\$18,251.87</b> |

## ALLOWANCE AND EXPENSES OF EXECUTIVE COMMITTEE.

Mr. Jones.

|                                   |         |
|-----------------------------------|---------|
| Per diem.....                     | \$90.00 |
| Mileage .....                     | 55.60   |
| Traveling and other expenses..... | 15.65   |

\$161.25

Mr. Voegell.

|               |         |
|---------------|---------|
| Per diem..... | \$20.00 |
| Mileage ..... | 27.00   |

47.00

Mr. Rehfuß.

|                                   |         |
|-----------------------------------|---------|
| Per diem.....                     | \$30.00 |
| Mileage .....                     | 39.50   |
| Traveling and other expenses..... | 22.50   |

92.00

Mr. Heinritz.

|                                   |         |
|-----------------------------------|---------|
| Traveling and other expenses..... | \$11.83 |
|-----------------------------------|---------|

11.83

Total.....\$312.08

## EXPENSES OF LEGISLATIVE COMMITTEE.

|   |         |
|---|---------|
| Mr. Gallagher's expenses at Washington..... | \$84.40 |
| Printing and stationery.....                | 26.00   |
| Postage .....                               | 18.00   |
| Telegrams and express charges.....          | 5.81    |

Total.....\$184.21

## EXPENSES OF LEGAL DEPARTMENT.

|   |            |
|---|------------|
| General attorney's salary.....                  | \$2,291.65 |
| Other attorneys' fees.....                      | 350.00     |
| Traveling expenses of general attorney.....     | 113.45     |
| Stenographic work, clerical and other help..... | 290.91     |
| Mr. Gallagher's expenses.....                   | 20.00      |
| Telegrams and telephone service.....            | 2.67       |

Total.....\$3,077.68

## EXPENSE OF ST. LOUIS CONVENTION.

|   |          |
|---|----------|
| Official stenographer.....  | \$113.00 |
| Mrs. Lake's expenses.....   | 42.60    |
| Miss Leech's expenses.....  | 26.35    |
| Mr. Carr's expenses.....  | 30.20    |
| Typewriter machine, express, telegraph and telephone charges..... | 5.25     |

Total.....\$217.40

The secretary explained that where members of the Executive Committee left their homes they were allowed a *per diem* of \$10 and their railroad fares. Those members who were oftenest called upon to leave home in behalf of the association

employed in approving and paying bills were given, and a general survey of the work done in the secretary's office was presented.

The secretary stated that an effort was made every year to send an N. A. R. D. representative to the annual meeting of every State association. In addition letters are also sent direct from the office of the secretary to the State association



D. J. THOMAS, Scranton, Pa.

with copies of suitable resolutions covering such matters as it is desired to enlist the co-operation of the State associations in. Similar correspondence was carried on with the secretaries of affiliated bodies so as to secure an active representation of N. A. R. D. interests at State meetings.

Mr. Wooten took occasion to express his appreciation for the magnificent work which was done by the secretaries of the local bodies, who did this work without either pay or honor, as the members generally had no adequate appreciation of the sacrifices of time and energy which the secretaries of the local bodies were called upon to make.

During the past year a great deal of the time of the secretary had been devoted to litigation in which either the association or its members were involved. The growth of the association to membership of nearly 1,000 affiliated bodies was spoken of as a monument to the painstaking labor and perseverance of the leaders and an eloquent tribute to the loyalty of the rank and file of the retail drug trade. The secretary took occasion also to send thanks to the heads of the departments for the excellent work accomplished by each in his own field and said that, taken as a whole, he looked upon the past year as in many respects the most satisfactory of the seven years which he had spent in the service of the association.

Under the by-laws this report would have gone ordinarily to the Committee on Resolutions, but as it contained no recommendation Dr. Muir suggested that it might be received and filed, which action was taken.

Dr. Muir was called to the chair at this point, as President Voegell was asked to leave the hall for a short time to sit for a photograph with the other officers and the members of the Executive Committee.

## FREE TELEPHONE SERVICE FOR THE DELEGATES.

Joseph F. McDonald, the agent of the Chicago Bell Telephone Company, was recognized by the chair, and he announced that he had obtained for the delegates the privilege of using the long distance telephone free of charge between the hours of 9 p.m. and 6 a.m. Any delegate could, if he wished, talk between Boston and California. The local telephone service was free all day at booths in the Copley Square Hotel.



LEWIS C. HOPP, Cleveland, Ohio.

Member of the Executive Committee.

had naturally the largest expense account. The work done by the members of the committee in their own cities entailed no expense upon the association, and the attendance of the Executive Committee and the officers on the annual meetings likewise was without cost to the association. In addition to the vast volume of correspondence carried on from the secretary's office the work of the treasurer's office had likewise been done under the supervision of the secretary. Details of the methods

## ORGANIZATION WORK.

This was presented by Dr. Jos. R. Noel, general organizer, in the form of a supplemental report of the secretary. The report started off with an enumeration of the number of associations formed during the year, new members and of additions to existing associations, the totals standing thus: New associations, 132; new members, 2,039; additions to existing members, 1,198; total number of new members added during convention year, 3,237. The department had organized 883 associations and has added 13,903 members to the National Association.

A part of the report which attracted special attention was that relating to the efforts made by the organizers attached to the department in the direction of encouraging physicians to prescribe instead of dispensing their own medicines. On the motion of Herman Rietzke, of St. Paul, Minn., the reference was taken out of the report and referred for consideration to the Committee on Resolutions, the remainder being sent to the Committee on Finance.

Organization work in New York City received extended mention. Much of this portion of Dr. Noel's report has already appeared in these columns, but the following statement of expenses may be reproduced. The total expense of conducting operations in New York was heavy, amounting to \$8,064.49. The collections only amounted to \$5,118.50, leaving a deficit of \$2,945.99. Some of this outlay was, however, chargeable to other work than that transacted in Greater New York. The investment was deemed a good one; in fact, one of the best ever made by the N. A. R. D. The report concluded the reference to Greater New York with the statement that the Organization Department pointed with pride to New York City as having the largest and one of the best organized associations affiliated with the N. A. R. D.

The number of men employed by the department during the year was 36, but owing to dismissals and resignations the present force was now 26. Eleven of these are employed in cities, 11 are traveling and two are engaged at headquarters. The sum actually expended by the department during the year amounted to \$48,751.38. The department collected \$55,880.60, leaving a balance of \$7,129.22. This is the first time in the history of the department that it has been worked during the year without a loss.

## N. A. R. D. NOTES.

Director Carr, of the Department of Publicity, submitted an interesting report of the propaganda work of the association as conducted through the *N. A. R. D. Notes*. Since the St. Louis convention adjourned 1,114,000 copies of *Notes* had been printed and circulated to subscribers and possible subscribers. *Notes* is not a money maker, being intended as an educational journal in the interest of the national movement, and so the director had to report a deficit of \$4,863.43. To offset this in a measure some \$4,000 had been realized from advertising in the 1905 ante-convention number. In closing his report Mr. Carr recommended an advance in the subscription price of *Notes* from 50 cents to \$1.

## JUDGE ERRANT'S REPORT.

Counsellor Joseph W. Errant gave a talk on the work of the legal department, this being submitted as a supplemental report of the secretary. Many of the reports submitted at this and previous sittings were in the form of printed pamphlets in order to comply with a resolution introduced by the chairman of the Executive Committee at last year's convention, and in rising to address the audience Judge Errant said that the convention need not expect to find a printed report of what he had to say, since when legal advice was sought it was always in a confidential capacity. There were, however, various details of the legal work transacted by him for the office at Chicago which might be made known. He accordingly outlined the general features of the association's legal work, but he said that the work of a counsellor to-day was in the line of preventing expensive litigation. The successful lawyer and the one who rendered the best services to his client was not the one who carried a case into court, but rather he who was able to prevent these sometimes undesirable results and arrange satis-

factory settlements. It was, however, necessary sometimes to go to court, as in the Platt case, where Mr. Errant had fought the case to a successful issue and obtained from "the great Chancellor of Illinois," Judge Tuley, a decision that will forever determine the lines on which price restriction shall run.

Judge Errant talked with unusual eloquence, displaying great rhetorical ability, and at the close he was treated to a demonstration which amply showed the favor with which his remarks were received.

## UNUSUAL APPRECIATION SHOWN.

I. N. Helms, of Indianapolis, moved that the verbal report be accepted and adopted by a rising vote of thanks. Mr. Hilton offered a substitute motion, which prevailed, that the remarks of Judge Errant be printed in full and copies distributed to the members on the floor next morning.

D. O. Haynes, of New York, offered to print the remarks of Judge Errant and distribute copies to every retail druggist in the country without cost. In recognition of his generous offer he was called to the platform and addressed the convention, assuring it of his hearty sympathy with the N. A. R. D. movement.

After receiving a supplementary report from the Committee



E. H. WOLFF, St. Louis,  
First Vice-President.

on Credentials the report of the treasurer was presented by Charles F. Mann, of Detroit.

## REPORT OF THE TREASURER.

Charles F. Mann, treasurer of the association, submitted a detailed report covering 16 pages of closely printed type matter. The following summary covers the more important features of the report:

## INDIVIDUAL DONATIONS RECEIVED DURING THE YEAR.

|   |            |
|---|------------|
| Allcock Mfg. Company, New York City         | \$1,000.00 |
| Butler, C. H., Oswego, N. Y.                | 10.00      |
| California Fig Syrup Company, San Francisco | 1,000.00   |
| Cobb, Geo. W., Boston, Mass.                | 5.00       |
| Dorrance, R. G., Chicago, Ill.              | 2.00       |
| Eccleston, N. B., Oxford, N. Y.             | 5.00       |
| Fairman, Geo., Big Rapids, Mich.            | 10.00      |
| Freeman, C. L., Allentown, Pa.              | 1.00       |
| Hopp, L. C., Cleveland, Ohio                | 2.40       |
| Horlick's Food Company, Racine, Wis.        | 1,100.00   |
| Horlick, A. J., Racine, Wis.                | 4.00       |
| Johnson & Johnson, New Brunswick, N. J.     | 1,000.00   |
| Kaminsky, L., Chicago, Ill.                 | 20.50      |
| McKesson & Robbins, New York City           | 500.00     |
| Melick, W. M., Phillipsburg, Mo.            | .50        |
| Muth Bros., Baltimore, Md.                  | 100.00     |
| Neely, C. G., Philadelphia, Pa.             | 8.00       |
| Nelson Baker & Co., Detroit, Mich.          | 100.00     |
| Pike, J. J., & Co., Chelsea, Mass.          | 5.00       |
| R. H. Committee at St. Louis                | 71.00      |
| Schneider, W. H., Englewood, N. J.          | 4.00       |
| Spence, G. K., Wichita, Kan.                | 4.50       |
| Ward, Geo. J., St. Clair, Mich.             | 1.20       |
| Cash  | .50        |

Total.....\$4,949.60

The contribution of Messrs. Johnson & Johnson is pursuant to an arrangement proposed by themselves whereby the firm is to pay into the treasury of the N. A. R. D. \$1 per gross for certain plasters sold during the year. This amount is understood to be a partial payment only.

At the Washington convention in 1903 \$11,000 was contributed by proprietors for the furtherance of our work, \$5,000 of this amount being donated by the Sterling Remedy Company and \$1,000 each by the Dr. Miles Medical Company, the Peruna Drug Manufacturing Company, the Piso Company, the Paris Medicine Company, the Lydia E. Pinkham Medicine Company and the World's Dispensary Medical Association. Shortly after that convention the Horlick's Food Company expressed a willingness to contribute to this fund, its contribution for the year to be also \$1,000, paid in monthly installments of \$100 each. The first payment was made in November, 1903. The total contribution made by the Horlick Food Company during the year and reported by me at last year's convention was \$1,100.

At the St. Louis convention \$1,000 was donated by the Allcock Manufacturing Company and \$1,000 by the California Pig Syrup Company. At that time the Horlick's Food Company stated its willingness to continue its donation of \$100 per month if the arrangement was approved by the Executive Committee. The arrangement being entirely acceptable, \$100 per month has been received by me regularly from the Racine firm during the past year, the total amount received being \$1,100, as indicated in the foregoing table.

A good many donations from individual druggists have been credited to the associations of which these druggists are members. This explanation is made here to set at rest any misapprehension as to whether donations received have been properly entered in our books, since they do not appear among the individual donations enumerated.

The following table shows the receipts of the National Association by years since its organization:

|                          | 1899.  | 1900.  | 1901.  | 1902.  | 1903.  | 1904.                | 1905.              |
|--------------------------|--|--|--|--|--|----------------------|--------------------|
| Local dues, back.....    | No separate account kept for first five years.....   | No separate account kept for first five years.....   | No separate account kept for first five years.....   | No separate account kept for first five years.....   | No separate account kept for first five years.....   | \$8,107.00           | \$10,253.00        |
| Local dues, current..... | No separate account kept for first five years.....   | No separate account kept for first five years.....   | No separate account kept for first five years.....   | No separate account kept for first five years.....   | No separate account kept for first five years.....   | 14,819.00            | 44,562.65          |
| State dues.....          | No separate account kept for first five years.....   | No separate account kept for first five years.....   | No separate account kept for first five years.....   | No separate account kept for first five years.....   | No separate account kept for first five years.....   | 2,420.00             | 1,893.25           |
| <b>Totals.....</b>       | <b>\$2,062.75</b>                                    | <b>\$4,538.75</b>                                    | <b>\$8,462.00</b>                                    | <b>\$5,722.75</b>                                    | <b>\$13,995.75</b>                                   | <b>\$25,348.00</b>   | <b>\$56,708.90</b> |
| Organization fees.....   | Included with donations for 1901, 1902 and 1903..... | Included with donations for 1901, 1902 and 1903..... | Included with donations for 1901, 1902 and 1903..... | Included with donations for 1901, 1902 and 1903..... | Included with donations for 1901, 1902 and 1903..... | 8,598.74             | 10,946.90          |
| Donations.....           | 2,486.40   | 1,092.41   | 13,435.00  | 15,535.47  | 23,307.49  | 22,954.81            | 5,284.30           |
| Notes.....               |  |  |  |  |  | 4,406.99             | 10,960.71          |
| Interest.....            |  |  |  |  |  | 100.53               | 100.53             |
| Miscellaneous.....       |  |  |  |  | Included with  | Miscellaneous 142.06 | 37.56              |
| <b>Totals.....</b>       | <b>\$4,540.15</b>                                    | <b>\$5,651.16</b>                                    | <b>\$19,897.00</b>                                   | <b>\$21,258.22</b>                                   | <b>\$37,303.24</b>                                   | <b>\$61,448.60</b>   | <b>\$84,038.90</b> |
| Per capita, local.....   | 25 cents.  | 50 cents.  | 50 cents.  | 50 cents.  | 25 cents.  | 25 cents.            | 25 cents.          |
| Per capita, State.....   | 25 cents.  | 50 cents.  | 50 cents.  | 50 cents.  | \$2.00   | \$2.00               | \$4.00             |

The number of members in good standing in the various years is shown by the following table:

|  | 1904.         | 1905.         |
|--|---------------|---------------|
| Local members who paid dues previous to convention.....        | 7,410         | 11,140        |
| State members whose dues were paid previous to convention..... | 9,680         | 7,573         |
| <b>Totals.....</b>   | <b>17,090</b> | <b>18,713</b> |
| Local members who paid dues subsequent to convention.....      | 4,125         | .....         |
| <b>Totals.....</b>   | <b>21,215</b> | .....         |

In the following table there are indicated the estimated and actual receipts for the past convention year:

#### ESTIMATE AND ACTUAL RECEIPTS FOR CONVENTION YEAR 1905.

The first column includes the estimate of probable receipts during the convention year 1905, made by the Finance Committee at the St. Louis Convention. It was assumed that the convention year would comprise twelve months. However, the convention being held in September instead of October, the convention year just closed embraces only eleven months. The second column includes the estimate made by the Finance Committee reduced to an eleven months basis. The third column includes actual receipts during the convention year—eleven months:

|                            | Estimated receipts.<br>12 months. | Estimated receipts.<br>11 months. | Actual receipts.<br>11 months. |
|----------------------------|-----------------------------------|-----------------------------------|--------------------------------|
| Back dues.....             | \$11,363.80                       | \$10,416.82                       | \$10,253.00                    |
| Current dues (1905).....   | 42,000.00                         | 38,500.00                         | 44,562.65                      |
| State dues.....            | 2,500.00                          | 2,291.67                          | 1,893.25                       |
| Organization fees.....     | 7,692.75                          | 7,051.69                          | 10,946.90                      |
| Donations.....             | No estimate.                      | No estimate.                      | 5,284.30                       |
| Department Publicity.....  | 5,000.00                          | 4,583.38                          | 8,453.41                       |
| Pre. Convention Notes..... | 3,000.00                          | 2,750.00                          | 2,508.30                       |
| Interest.....              | No estimate.                      | No estimate.                      | 100.53                         |
| Miscellaneous.....         | No estimate.                      | No estimate.                      | 37.56                          |
| <b>Totals.....</b>         | <b>\$71,556.55</b>                | <b>\$65,593.51</b>                | <b>\$84,038.90</b>             |

The expenses of the treasurer's office for the year just closed have been \$598.79, and are made up of the following items:

|                                    |                 |
|------------------------------------|-----------------|
| Treasurer's salary, 1903-1904..... | \$200.00        |
| Treasurer's salary, 1904-1905..... | 800.00          |
| Treasurer's bond.....              | 50.00           |
| Postage.....                       | 38.54           |
| Ledger.....                        | 5.25            |
| <b>Total.....</b>                  | <b>\$598.79</b> |

Heretofore the treasurer's salary has been paid after the close of the convention year. It was deemed best that settlement be made during the convention year in which the service was rendered. This explains why the salary for two years has been paid since my last report.

The sitting then adjourned to meet at 7.30 o'clock in the evening for an open session of the Committee on Finances.

#### OPEN MEETING OF THE COMMITTEE ON FINANCE.

The evening sitting was given over to an open meeting of the Committee on Finance when ways and means were discussed of financing the association. The estimated budget for the ensuing year amounted to \$80,000, and how to raise this within the ranks of the membership was the question. The

advisability of increasing the membership fee from \$4 to \$5 was discussed, but no definite action was taken. The subscription price of *N. A. R. D. Notes* will very likely be increased from 50 cents to \$1, as a result of the interchange of views at this conference.

#### FOURTH SITTING.

Wednesday Morning, September 20, 10.15 o'Clock.

After dispensing with the reading of the minutes, President Voegell announced the first business of the sitting to consist of a roll call of the States for the presentation, without argument, of resolutions bearing upon policies and plans of the association. The States were called in alphabetical order and the chairmen of several delegations responded with resolutions which it was desired to bring to the attention of the convention through the Committee on Resolutions. The burden of most of these communications was a discouragement of the sale of proprietary goods marketed at more than \$2, \$4 and \$8 for articles retailing at 25 cents, 50 cents and \$1, respectively, and a plea for a boycott against manufacturers who refused to

adopt the Direct Contract Serial Numbering Plan. Vigorously worded resolutions along this line were presented by the delegates from Delaware, Illinois, Iowa and Wisconsin. Massachusetts recommended the adoption of a national association button. For New York Dr. Muir said that he had no resolution to offer, but desired to go on record as commending the officers on their conduct of the affairs of the association during the past year. For Pennsylvania B. E. Pritchard advocated the creation of a department of medical literature, through which detail work might be done among physicians, with a view of spreading knowledge regarding National Formulary preparations. W. O. Frailey, of Pennsylvania, put in a resolution that after January, 1906, no member of the N. A. R. D. should purchase from any jobber who was not a member of the N. W. D. A. and who sold to cutters; also to call upon proprietary manufacturers to sell to wholesale druggists only. Tennessee, represented by S. C. Davis, protested against encouraging the Limited Contract Plan of the St. Louis Club. Secretary Wooten asked the association to pass a vote of thanks to Congressman J. R. Mann and to recommend to the druggists in Mr. Mann's district to use their best efforts to see that Mr. Mann be retained in the popular House of Congress. Ed. Williams moved a similar vote of thanks to United States Senator Shelby Culom. These resolutions were acted upon by the convention at once without reference to the Committee on Resolutions. Walter H. Gale, for the Illinois delegation, presented a resolution that the incoming president be authorized to appoint a committee to make inquiries in regard to the methods of making telephones in drug stores a source of profit. Professor Anderson moved the passage of a resolution of sympathy to the people of Boston on the death of Mayor Collins. This was adopted at once.

#### GEORGE J. SEABURY ADDRESSES THE CONVENTION.

The privileges of the floor were granted to George J. Seabury, of New York. Mr. Seabury said he had not come prepared to make a speech, but was there as an observer, as he wished to see how the work of the organization was proceeding—a work in which he had been engaged for 25 years. He said it had done him good to see the extent of the organization in every State and county throughout the land, and he felt proud of his friends, the retail druggists of the present day. In the old days when druggists got together they could "reso-

lute" enough, but could never be got to carry out their resolutions. Mr. Seabury's reminiscences of old time battles in the cause of price protection were well received and the sympathy of the audience was evidently his.

#### JOEL BLANC'S TALK.

J. Leyden White ("Joel Blanc") was invited to the platform by President Voegell to address the gathering. He said he felt as if he were twins. As J. L. White he was a proprietor, and he hastened to add that he had all the contracts with him. As "Joel Blanc" he was a retail druggist all over. He then delivered one of his characteristic addresses. He felt sure of the success of the N. A. R. D., for the retailers had passed the enemy's trenches and the enemy was now on the run. Pointing to the mammoth representation of a hub with spokes radiating from it which the Boston druggists had placed behind the chairman's desk he said it did not look to him so much like a hub as a gun. It was very easy to be brave when the whole "push" was behind the gun, but formidable as the gun looked there was yet a loose screw or two in it, and these he preceded to indicate, using the gun figuratively for the Direct Contract Serial Numbering Plan. He showed a sealed envelope addressed to a certain wholesale druggist which had been returned to him through the mails marked variously "refused," "unclaimed," and "return to writer." The wholesaler in question was aware that the envelope contained a contract and took this means of evading the issue. Mr. White said that the wholesaler referred to had had his last chance and he would never be able to buy a dollar's worth of White's goods except at full advertised prices.

#### PHARMACY LAWS.

W. K. Forsythe, of Chicago, submitted a report for the Committee on Pharmacy Laws, of which he is chairman. The report called attention to the model pharmacy law proposed by Prof. J. H. Beal at a meeting of the American Pharmaceutical Association five years ago, and he commended it highly as a good working model for States contemplating amendments to existing laws. The burning question of the day, according to this report, was proper antinarcotic legislation. By the adoption of strict antinarcotic laws in different sections the entering wedge might be driven for the enactment of a national law.

The report was on motion referred for consideration to the Committee on Resolutions.

#### BEARDSLEY TO THE BAT.

A. H. Beardsley was then called to the platform by the president and introduced as "a man near and dear to the heart of every retail druggist in the country."

Mr. Beardsley expressed his appreciation of the honor of an invitation to the platform and congratulated the association on the most successful meeting he had ever attended. It was a pleasure for him to witness the growing strength of the N. A. R. D. A reason for the sound and healthy growth of the organization lay in the fact that the retail drug trade had found a plan which would protect their profits. He reminded his audience that nearly three years previously the N. A. R. D. had laid a corner stone and he had been there to assist in the setting of it. The structure which had been built thereon would continue to grow, he said, and the firms who would adopt the D. C. S. N. Plan would grow with it. The result of the operation of this plan with his firm had been eminently satisfactory.

#### MR. BEARDSLEY'S SERVICES TO OTHER PROPRIETORS.

In a cross fire of talk between Mr. Pritchard, who is nothing if not quaint, homely and mirth provoking in his remarks, Mr. Beardsley had said that he stood ready to afford all the information possible to other proprietors who might contemplate taking up the Direct Contract Plan. Secretary Wooten took occasion to verify all that Mr. Beardsley had said about the willingness of the latter's firm to give information to proprietors about the workings of the Direct Contract Plan. Mr. Wooten said that he had had proprietors come to him and ask for information concerning the operation of the plan. As Elk-

hart is not far removed from Chicago, Mr. Wooten had usually referred inquirers to Mr. Beardsley direct. In subsequent talks with these men he had been assured that the Miles Medical Company had afforded every facility for the investigation of the workings of the plan.

#### THE PARIS MEDICINE COMPANY.

President Voegell reminded the convention that the Paris Medicine Company had lately adopted the D. C. P., and as E. W. Grove, the president of the company, was in the hall, he would ask him to say a few words. Mr. Grove said that he entertained some misgivings at first about the effect on his business of the adoption of the plan, but the results had been satisfactory beyond his expectations. He had noticed a marked increase in his business since the first of the year.

#### PHARMACEUTICAL MANUFACTURERS AND THE N. A. R. D.

President Voegell then reminded the convention that it must not stop at the mere regulation of the sale of proprietary medicines. Pharmaceuticals should receive attention. The manufacturers of pharmaceuticals had considerable work to do before they could be in hearty accord with the work of the N. A. R. D. He believed, however, that the dawn was near and manufacturers would soon see the light. He called upon Joseph Helfman to speak as the representative of Parke, Davis & Co.

#### HELFMAN STARTLED.

Mr. Helfman rather resented the note sounded in Mr. Voegell's introduction. He said the reference to pharmaceutical manufacturers beginning to see the light startled him, and he considered it should be rectified, for he knew that the problem of how to keep pharmaceuticals out of the hands of the department storekeepers and aggressive cutters had received attention from pharmaceutical manufacturers long before the N. A. R. D. was in existence.

#### HIGH PRAISE FROM DR. DOHME.

Dr. A. R. L. Dohme followed, and began his remarks by saying that this was the first N. A. R. D. convention he had attended, and he was sorry he had not attended others in the past, for he could say conscientiously that he had never seen in this or any other country the amount of enthusiasm, decorum and attention to business which had been exhibited at this meeting. He thought the association was to be greatly congratulated on its presiding officer, who showed so much expedition in the transaction of business. He also complimented Mr. Wooten, saying that he thought the association had in him the key to the solution of the price cutting question.

#### MANUFACTURERS OF PHARMACEUTICALS HAVE A PLAN OF THEIR OWN.

As to the manufacturers of pharmaceuticals, their future would be along converging lines with the National Association of Retail Druggists. The day was not far away when a plan would be devised and put into operation which would give equally as good results as the Direct Contract and Serial Numbering Plan.

Harry L. Kramer then addressed the gathering, and his remarks were received with much enthusiasm.

W. H. Hills, a manufacturer, was called to the platform and, although he declared he was no speech maker, made a very forcible and convincing address. He expressed it as his belief that if every manufacturer would adopt the D. C. S. N. P. there would not be left a cutter in the country.

#### A DRASTIC RESOLUTION.

At this point Mr. Pritchard arose and said he had been asked to urge a resolution providing that no delegate should be allowed to vote at this meeting unless he could show proof that he had signed every contract presented to him. Mr. Voegell said that any retail druggist who made it a practice to stand on the highways and byways and preach N. A. R. D. doctrine and then refuse to sign a contract was dishonest to himself and his fellow druggists, and this applied in the same way to jobbers and proprietors.



## FIFTH SITTING.

*Wednesday Afternoon, 3.40 o'Clock.*

The reading of the minutes of the previous sitting having been dispensed with President Voegeli announced that resolutions were in order, and B. V. Johnson, of St. Louis, responded with a resolution providing that druggists who made their own preparations should be required to sell them at the minimum schedule adopted by the St. Louis local association. This took the usual course, being referred without debate to the Committee on Resolutions.

Secretary Wooten read a number of communications, many of them containing resolutions of one kind or another which had been adopted by various associations. Mr. Wooten said that one curious thing about these resolutions was the remarkable unanimity of their demand for a scaling down of wholesale prices to the level of \$2, \$4 and \$8, and the expressions they contained in favor of a boycott against manufacturers who refused to adopt the D. C. S. N. P. at once.

One resolution suggested the enactment of legislation providing for a tax of 1 per cent. on all trade-marked articles.

## A NEW CLASSIFICATION PROPOSED.

W. H. Gale introduced a resolution reciting that whereas certain manufacturers were grouped in classes under the letters A, B, C, D and F, he would move the addition of three new classes, X, Y and Z. X would include those manufacturers whose prices were less than \$2, \$4 and \$8 to the retailers, but who sell to aggressive cutters. Manufacturers who market their goods at more than \$2, \$4 and \$8 and sell to cutters and department stores would be placed in class Y, while manufacturers who marketed their goods at any old price and sold to any old person would be grouped in class Z.

On motion of Professor Anderson the privileges of the floor were granted to all proprietary medicine manufacturers now in attendance, and this carried with it an invitation to these proprietors to address the convention.

Dr. Julius Garst, the originator of the Worcester Plan, was recognized and invited to the platform. He told of his early efforts to legalize a direct contract plan, and complimented the association upon the evidences of strength and stability which it had shown during the past year.

## SECTIONALISM FROWNED UPON.

Mr. Gale precipitated an interesting discussion following the introduction of a resolution instructing the incoming Executive Committee to take steps to abate a nuisance complained of by Southern members—namely, the practice of wholesale druggists in the South, except Louisville, making sales direct to physicians.

Charles Fleischmann, of New Haven, Conn., saw no reason why the action should be confined to the South, since the same conditions prevailed up North. Mr. Gale expressed his willingness to modify his resolution so as to take in the North, and Mr. Canning contributed to the discussion by the observation that if there was a grievance affecting the members in one section of the country it should immediately become the grievance of the whole country. If such a grievance as complained of existed in the South it should become a national grievance.

## AGAIN THE MANUFACTURER OF PHARMACEUTICALS.

Mr. Fleischmann made a plea for definite action in regard to the regulation of sales direct to physicians by pharmaceutical manufacturers. He wanted to return to his constituents with something tangible to present to them.

Sundry other resolutions of more or less importance were read by the assistant secretary. One provided that druggists throughout the country should take steps to secure legislation making it unlawful to sell proprietary medicines the wrappers and labels of which had been mutilated.

## REPORT OF THE AUDITING COMMITTEE.

The Auditing Committee reported at this stage that the books of the secretary and the treasurer had been examined and found to be correct. The report contained a recommendation to the effect that the selection of auditor be left to the Auditing Committee, and not be made, as in the past, without consultation with them. The report was adopted, except as

to the recommendation, which was referred to the Committee on Resolutions.

The Committee on Transportation made a brief report. The usual convention rates had been obtained in all parts of the country, together with the unusual concession of an extension of time.

An inquiry by a member in regard to the status of Professor Munyon, and if the latter gentleman had asked for permission to make any statement to the convention, brought the reply from the chair that Mr. Munyon had been received by the Executive Committee and made aware of the peculiar position which he occupied. Mr. Voegeli announced that a representative of the "professor" was in the Hall and might like to make a statement. A Mr. Hirsch, who said he represented Professor Munyon, ascended the platform and informed the audience that the professor had been called away by wire, and he had been charged to utter his regrets.

## PROFESSOR MUNYON FEELS THE PRESSURE.

Mr. Hirsch caused much amusement by his naive way of stating that the professor had felt the effects of the retailers' hostile attitude toward him and was ready and willing to adopt any plan that would insure protection for his goods.

"I know," said Mr. Hirsch, "that the doctor is now very much in favor of standing in with the retail druggist." He could go no further, for the house fairly shook with the laughter which this naive confession evoked.

Mr. Canning—"If 'Dr.' Munyon is going to do anything he has got to do it mighty quick."

Mr. Fleischmann hoped that some echo of this meeting would reach the Potter Drug & Chemical Company, of Boston, whose offices could not be very far away. He suggested the sending of an invitation to the firm to be represented at the convention, but this was sternly opposed by Mr. Forsythe, of Chicago, and Mr. Fleischmann withdrew his motion.

## THANKS FOR NEWSPAPER PUBLISHERS.

Professor Anderson introduced a resolution for a vote of thanks to the newspaper publishers who had refused to accept the advertisements of cutters. He said he thought the convention ought to show its appreciation and gratitude in some such form. The motion was promptly put and passed without debate.

Secretary Wooten returned with the report of the Auditing Committee, which had been sent back by the Committee on Resolutions with the request that the convention take action upon it. The action previously taken was accordingly reconsidered, and the recommendation contained in the report of the Auditing Committee adopted. This ended the business schedule for the fifth sitting and it was adjourned. Notice was given that no open meeting of the Committee on Finances would be held that evening.

## SIXTH SITTING.

*Thursday Morning, 9.45 o'Clock.*

President Voegeli opened the meeting, and on motion of a member the reading of the minutes was dispensed with. The reading of communications was taken up, and one from the St. Joseph, Mo., local association was read in which the association declared itself in favor of a practical boycott against manufacturers whose jobbing prices for proprietary goods exceeded \$2, \$4 and \$8 for 25-cent, 50-cent and \$1 goods respectively.

The communication took the usual course, being referred to the Committee on Resolutions.

## AN APPEAL FOR THE PROCTER MEMORIAL.

J. L. Lemberger, president of the American Pharmaceutical Association, was called to the platform to speak on the William Procter, Jr., memorial. He gave a very interesting and instructive talk in which he recited fully the great debt which American pharmacy owes to the late Professor Procter.

When he left the platform Dr. William Muir, of Brooklyn, introduced a motion providing for an appropriation of \$100 as a donation to the fund which is now being raised to erect

some permanent memorial in the shape of a monument or bronze bust in the national capital.

Objection to this was made by Secretary Wooten, who considered it would establish a bad precedent.

M. T. Breslin, of New Orleans, thought it would be more fitting and just as productive of results if the National Association would call the attention of affiliated bodies to the worthy character of this memorial.

Dr. Muir disagreed with both speakers. He said he had arrived at an age to know that monuments could not be erected by resolutions. He therefore pressed his resolution, which was received and referred to the Committee on Finance.

#### AN INVITATION FROM ATLANTA.

R. L. Palmer extended an invitation to the association to hold the next annual convention at Atlanta, Ga., and supported his own cordial invitation with letters from His Excellency Joseph M. Terrel, Governor of the State of Georgia; Mayor James G. Woodward, of Atlanta, and the president of the Atlanta Chamber of Commerce.

Mr. Palmer told the delegates what they might expect in the way of entertainment and assured them that among other things they would be treated to a Georgia barbecue. He explained that a Georgia barbecue was not the burning of a negro, as some New Englanders supposed, but an outdoor roast of animal food.

#### THE BUDGET.

L. G. Heinritz, of Holyoke, Mass., submitted a report in behalf of the Committee on Finance, giving an estimate of the receipts and expenditures for the ensuing year. The committee had decided that sufficient funds would be forthcoming if the dues were allowed to remain at \$4.00 a member for local associations and 25 cents for each member of a State association.

It has been decided to increase the subscription price of *Notes* from 50 cents to \$1.00 a year.

#### THE ESTIMATE OF EXPENSES

were stated as follows:

|   |          |
|---|----------|
| Secretary's office.....                                   | \$16,000 |
| Treasurer's office.....                                   | 500      |
| Per diem and mileage expenses of Executive Committee..... | 2,000    |
| Organization department.....                              | 60,000   |
| Legal department.....                                     | 3,000    |
| Publicity department.....                                 | 16,000   |
| Convention expenses.....                                  | 500      |
| Legislative Committee.....                                | 500      |
| Total.....  | \$98,500 |

#### THE ESTIMATED RECEIPTS

for the year were tabulated as follows:

|   |          |
|---|----------|
| Back dues (1905 and preceding years).....   | \$6,000  |
| Current dues, at \$4.....                   | 60,000   |
| State dues.....                             | 2,000    |
| Organization fees.....                      | 5,000    |
| N. A. R. D. <i>Notes</i> .....              | 10,000   |
| Pre-convention number of <i>Notes</i> ..... | 5,500    |
| Cash on hand.....                           | 10,000   |
| Total.....                                  | \$98,500 |

The report, which was signed by P. B. Moriarity, chairman, and A. D. Wells, secretary, was adopted by a vote of the convention.

#### A DONATION FROM A NEW YORK FIRM.

The secretary then read a letter from the Alcock Mfg. Company, New York, in which the firm made the usual annual subscription of \$1,000.00, and assured the association of their continued belief in the principles of the body, at the same time renewing their pledges of support.

#### THE CO-OPERATIVE FIRE INSURANCE PROJECT.

The special committee on fire insurance appointed by President Voegell, of which Mr. Heinritz was chairman, reported at this stage. It was adverse to the adoption by the association of the project, although the committee recommended it to individual members, saying they believed the plan was a practicable one. It was, however, the unanimous opinion of the committee that it would not be feasible for the N. A. R. D. to step aside from the legitimate line of association work.

#### A VOTE OF THANKS FOR MR. FREERICKS.

On motion the report was received, adopted, and the committee discharged. A vote of thanks was then passed to Mr.

Freericks for the pains he had taken to acquaint the committee with the workings of the plan proposed by him. It was explained that the proposition provided for the formation of a stock company of 8,000 shares of \$25.00 each. Lewis C. Hopp wished it made clear to the delegates that Mr. Freericks did not want the association to father the fire insurance project, but simply desired its moral support.

The Committee on Form of Organization proceeded to submit a report through A. D. Wells, acting chairman, but the report was rather involved and required a revision, so further time was granted the committee.

#### AN INVITATION FROM NASHVILLE.

In the meantime S. C. Davis, of Nashville, Tenn., invited the association to meet there next year. J. G. Bone, who introduced resolutions at the St. Louis meeting last year providing for the closing of drug stores during certain hours on Sunday, made an address along similar lines without, however, submitting any resolution. He was supported later by the Rev. M. D. Kneeland, of Boston, who appeared as the representative of "The Federation of the Sunday Rest Societies of the United States, Canada and all over the world," as he expressed it himself.

Dr. Kneeland made an eloquent plea for a period of rest on Sundays, which completely carried away his audience and led to the introduction of a resolution by Professor Anderson reaffirming the action taken at St. Louis last year by the N. A. R. D. on the same subject.

On motion of Mr. Bone, a rising vote of thanks was tendered to Dr. Kneeland for his eloquent address.

#### Resolutions Adopted by the Convention.

The most important business of the convention was then brought up. Chairman Wilhelm Bodemann, of the Committee on Resolutions, submitted a report, which received the approval of the convention, except as to one paragraph of the resolution, No. 4.

#### HOSTILE TO DISPENSING PHYSICIANS.

By this resolution the local associations in affiliation with the national body would be required to introduce measures in the Legislatures of the various States to change the Public Health acts so as to make it illegal for a physician to issue a death certificate in cases where the physician had prescribed and dispensed his own medicines. The wording of the paragraph was as follows:

*Resolved*, That we favor such legislation in the various States as shall require the proper public officer to issue death certificates in case of death from disease or otherwise where the physician has dispensed his own medicines.

#### A LONG AND STORMY DEBATE ENSUED

over the adoption of this paragraph. President Voegell ruled at one time that a majority of the convention favored the adoption of such a paragraph, but a division was called for and this necessitated, according to the by-laws, a roll call of the States, which resulted in the rejection of the objectionable paragraph by a vote of 251 to 102.

#### The Resolutions Adopted.

The resolutions adopted are as follows:

#### FOR THE DIRECT CONTRACT SERIAL NUMBERING PLAN.

1.—This expressed the heartiest appreciation for manufacturers who had adopted the Direct Contract and Serial Numbering Plan, and the attention of other manufacturers who had not yet adopted the plan was earnestly directed to the results which had attended its operation. The association reiterated its belief that the Direct Contract Plan was the most satisfactory plan yet devised, and if it were generally adopted it would be for the best interest of all concerned.

#### TWO, FOUR AND EIGHT.

2.—Emphatic opposition is expressed in this resolution to a jobbing price to retailers in excess of \$2, \$4 and \$8 for 25-cent, 50-cent and \$1 articles, respectively. The committee meant this to apply to proprietary medicines, food products and all other articles handled by retail druggists, consumers, grocers, general dealers and mail order houses.

## PHARMACEUTICAL MANUFACTURERS.

3.—In this resolution the association protested most earnestly against sales by manufacturers or jobbers of proprietary medicines, pharmaceuticals, chemicals, surgical dressings, etc., to physicians, consumers or mail order houses. The resolution instructed the Executive Committee to take steps to remedy existing conditions.

## COUNTER PRESCRIBING AND PHYSICIANS DISPENSING.

4.—This resolution in its original form provoked considerable controversy. The paragraph which aroused the opposition of several of the leading members is given above. The resolution as finally adopted condemned in the strongest terms the practice of counter prescribing by druggists. The equally pernicious and dangerous practice of physicians dispensing their own medicines was emphatically condemned.

5.—This resolution urged the advertisers of proprietary medicines to add a warning against the purchase of mutilated packages.

6.—Resolution No. 6 authorized the Executive Committee to adopt a National Salesman's Card, if it were deemed practicable by the committee to do so.

## CUT RATE ADVERTISING.

7.—Consisted of a condemnation of trading stamps and an appeal to local associations throughout the country to obtain State legislation for their abolishment.

## SLOT TELEPHONES.

8.—Recommended that steps be at once taken by local associations to secure the installation of slot telephone machines in their territory. The president was authorized to appoint a committee to institute inquiries in regard to the best means of making the telephone a practicable convenience in a drug store, such information to be disseminated among the membership.

## THE RIGHTS OF STATE BOARDS.

9.—This resolution expressed the sense of the convention that State Boards of Pharmacy should exert their full prerogatives in upholding all the rights and privileges of pharmacists and brook no interference on the part of the State Executive or any other authority in the matter of appointments or other duties conferred upon such boards.

## AGAINST NOSTRUMS.

10.—The work of eliminating from pharmacy all secret, fraudulent and fake medicines, inaugurated by the Council on Medicine and Pharmacy of the American Medical Association, should be encouraged and a Council of Pharmacy and Chemistry be created by the N. A. R. D., said council to be authorized to co-operate with the American Medical Association, subject only to such limitations as may be imposed by the Executive Committee.

## FOR ETHICAL PHARMACY.

11.—The Executive Committee is authorized by this resolution to create and maintain a Committee on Medical Detail to provide and distribute literature pertaining to U. S. P. and N. F. preparations through a corps of detail men to be employed for this purpose, and which will personally solicit the medical profession with a view to keep the profession in the path of ethical pharmacy by direct solicitation.

## MISCELLANEOUS RESOLUTIONS.

13.—Provides that the National and State legislative committees of the different associations be asked to indorse the passage of a food and drug bill that limits the definition of a drug to the medicines contained in the U. S. P. and N. F. respectively, and according to the standards of purity fixed by the U. S. Pharmacopœia.

14.—This consisted of a series of resolutions in which approval was expressed of the movement for the elevation of the rank and pay of the naval pharmacists, and opposition was expressed to the entire removal of the tax on alcohol, a tax of 70 cents on the proof gallon was approved. The Mann bill is to be pushed with all the force at the command of the association.

The association places itself on record as being unalterably opposed to the imposition of a stamp tax on proprietary medi-

cines on the ground that it would be unjust to many retail druggists who put up proprietary articles in a small way.

The National Association of Boards of Pharmacy was asked to bring about greater uniformity in the issuance of registration certificates throughout the country. The passage of an antinarcotic law in the various States was advocated.

The remainder of the resolutions consisted of resolutions of thanks to various individuals and associations who had conferred favors on the association.

## A. N. A. R. D. BUTTON.

The question of adopting a distinctive button to be worn by members of the N. A. R. D. was considered and the Executive Committee was instructed by resolution to consider the advisability of adopting such a button, the committee being given power to act.

I. N. Helms invited the association to hold its next annual meeting at Indianapolis, after which the sitting adjourned.

## FINAL SITTING.

Thursday Afternoon, 3.30 o'clock.

## OFFICERS NOMINATED.

The Committee on Nominations reported at this sitting with the following list:

For President, M. T. Breslin, Louisiana; First Vice-president, Charles H. Avery, Illinois; Second Vice-president, Wm. Ridgeway, New Jersey; Third Vice-president, S. C. Davis, Tennessee; Secretary, Thomas V. Wooten, Illinois; Treasurer, Charles F. Mann, Michigan. Executive Committee, Simon N. Jones, Thomas Voegell, J. A. Lockie, W. D. Wheeler, L. C. Hopp, and Thomas H. Potts.

The Committee on Nominations, of which Felix Hirseniann, of New York, was chairman, recommended the appointment of Simon N. Jones as chairman of the Executive Committee.

## ENTIRE TICKET ELECTED.

After some formalities, and the election of the president, the remainder of the ticket was elected by one affirmative ballot cast by the secretary.

## ADDITIONAL RESOLUTION.

W. Bodemann submitted additional resolutions which had been adopted by the Committee on Resolutions, which will be inserted in order after the resolutions are put into shape. The principal resolution submitted was the following:

*Resolved*, That we condemn the practice of some proprietary medicine manufacturers in giving away free packages of their remedies, relying on druggists to distribute them, except the manufacturer allows the druggist full retail price for distributing such remedies.

The foregoing resolution was adopted, as was also a resolution of thanks to the special committee which aided the Committee on Resolutions in drawing up its report.

## AGAINST A DONATION FOR THE PROCTER FUND.

After the Committee on Form of Organization had submitted a few minor changes in the text of the constitution and by-laws, which had been proposed at a previous sitting, and these were adopted, P. B. Moriarity, the chairman of the Committee on Finance, brought in a report in regard to the proposed donation to the Procter memorial fund. While heartily approving of the object of the movement, the committee deemed it inexpedient to donate any of the funds of the N. A. R. D. at this time.

Mr. Besett, of the Wells, Richardson Company, Burlington, Vt., made a short talk to the convention and told the delegates that his firm had been very well pleased with the operation of the Direct Contract Plan, which they had instituted a year ago.

The installation of officers then took place, and after the formalities attending thereto were concluded the association adjourned, to meet next year at the call of the Executive Committee.

## Entertainment.

## Monday.

3.30 p.m.—Reception at the Hotel Nottingham, for ladies only.

7.30 p.m.—Opening exercises, Mechanics' Building.

10 p.m.—Reception to delegates, ladies and visitors, Mechanics' Building.

**Tuesday.**

3 p.m.—Seeing Boston from electric cars, two to three hours.

**Wednesday.**

1.30 p.m.—Leave Hotel Nottingham to visit White Star steamship "Arabic" and Navy Yard. The steamer "Arabic" is the newest and largest running to Boston.

8 p.m.—Whist party at Hotel Nottingham with prizes, and social reception for non-whist players.

**Thursday.**

2 p.m.—Ride through park system on trolley-hos and carriages.

8 p.m.—Theatre party at the Boston Theatre for the ladies.

8 p.m.—"Smoke talk" at Paul Revere Hall for the men.

**Friday.**

9 a.m.—Steamboat excursion for all to Plymouth, Mass.

**The Social Features.**

While the business end of the convention is receiving its share of attention the entertainment of the visitors is not being neglected.

The ladies' headquarters are established at the Hotel Nottingham, and Tuesday's record of registrations amounted to 60, raising the total registration of ladies thus far to 216.

At the headquarters dainty souvenirs were distributed to members by Mrs. M. C. Stanwood, who acted as director and councillor and explained with manner most cheery and gracious the wealth of attractions available to the visitors. The souvenir consisted of a small silver loving cup ornamented in relief with Trinity Church.

The visitors expressed themselves as well pleased and appreciative of the many favors bestowed by different business concerns. The F. H. Dow Company presented its compliments with a souvenir box of chocolates for each member, and Welch's grape juice was freely dispensed with the best wishes of the company.

Tuesday's programme was carried out by excursions to different parts of the city and its suburbs in sight-seeing autos and cars, accompanied by a lecturer and guide. The first big outing trip took place Tuesday afternoon. Six special cars were chartered to take the parties to the principal points of interest and with an expert guide in each car, who pointed out places of historic and artistic note. Bunker Hill Monument, Christ's Church, the old State House, as well as the famous Harvard University at Cambridge, received special attention, and the journey through the beautiful Fenway and the most exclusive streets of the Back Bay and Brookline added to the enjoyment of the trip.

An atmosphere of enthusiasm and welcome everywhere attended the day's outing.

Wednesday opened with skies overcast, but fortunately no rain fell during the day to mar the festivities.

While the men were attending strictly to business the ladies had a busy sight-seeing day. The morning was spent in independent investigation by many members of the party; others, escorted by W. W. Bartlett, Ph. G., visited the historic "north end," seeing Christ's Church of Paul Revere fame, and made an interesting tour through the Salem street district, where all nationalities are represented within a radius of a quarter of a mile—in short, the cosmopolitan Boston was the object of much entertainment.

Wednesday afternoon the sun tried to shine and the wide-awake party enjoyed the visit to the Charlestown Navy Yard and they were graciously received on board the White Star Line steamer Arabic.

A summary of the compared notes disclosed the fact that hardly a point of historically or otherwise interesting locality had been overlooked.

Wednesday evening a whist party was held at the Hotel Nottingham. Much enthusiasm marked the co-operation in every feature of entertainment provided. Lundborg, perfumer, kindly furnished the prizes. For the members not participating in whist an attractive musical programme was arranged. Ice cream was donated by the Philadelphia Ice Cream Company. On every hand courtesies were extended and accepted with appreciation.

Thursday marked one of the prominent features of the delegates' sojourn in this city. The weather was of the finest and the spirits of all in the party to match.

Carriage rides were the order of the day, and much of the

success and enjoyment was due to the efforts of C. H. Packard, Ph.G., chairman of the Ladies' Reception Committee, whose efforts have been tireless throughout the meeting.

The social events of Wednesday evening were most satisfactory and delightful. Whist and euchre parties, with beautiful prizes, and a musicale of rare excellence were the order of the evening. There were prizes of silver and cut glass. Mrs. Cobb, of the Ladies' Reception Committee, was in direct charge of the games. Mrs. J. A. Tupper, of Cambridge, won first prize, and Mrs. J. L. Lane, of Springfield, second. Mrs. Klore and Miss Helen La Pierre, of Cambridge, were third and fourth. At the euchre competition Mrs. W. O. French, of Lancaster, Pa., drew first prize, while Mrs. J. E. Duff, of Newcastle, Pa.; Mrs. George Fresbell, of Wyncote, Pa., and Mrs. O. H. Brown took the three next prizes.

Warren E. Riker, Lewiston, Maine, one of the most prominent druggists of the State and one of the delegates, entertained a number of his Boston friends at a dinner Wednesday evening.

Thursday night, while the ladies attended the performance of "Happyland," at the Boston Theater, the men enjoyed a smoker and stag party in Paul Revere Hall.

The total registration of women reached nearly 300. Much enthusiasm was evident, and besides the general good time there was a sympathetic movement with the men toward organization. The Boston women, wives and daughters of the active members of the N. A. R. D. located in and around Boston, are to have a branch, and a meeting with this end in view is to be held the first Wednesday in October at the Massachusetts College of Pharmacy. It is hoped that the women in other districts will follow their example.

Prominent among the attractions was the son of J. Leydon White, of Philadelphia, whose repeated and hearty cheers for the N. A. R. D. provokes much enthusiasm. He is boasted of as the youngest delegate, and he numbers his years at three.

A pleasant ending of the week was formed by a steamboat excursion to Plymouth Friday.

The committee in charge of the ladies' entertainment was composed of C. H. Packard (chairman), C. H. Davis, William D. Wheeler, F. W. Archer and Miss Jennie H. Sumner. This committee was assisted by a committee of nearly two score women, of which Mrs. L. O. Wallace was chairman, and the following members:

Mrs. E. H. LaPierre, Miss H. F. LaPierre, Mrs. J. F. Kaiser, Mrs. I. H. Staples, Mrs. L. W. Griffin, Miss M. E. Canning, Miss N. M. Naughton, Mrs. J. A. Tupper, Miss A. F. Lynch, Mrs. W. A. Reeves, Mrs. W. W. Bartlett, Mrs. H. O. Nute, Mrs. J. P. Collins, Mrs. J. F. Finneran, Mrs. P. C. Klein, Mrs. J. A. Bean, Mrs. C. A. Stover, Mrs. F. F. Ernst, Mrs. W. H. Henderson, Mrs. G. W. Cobb, Mrs. W. D. Wheeler, Mrs. W. A. Howe, Mrs. A. Wilbur, Mrs. C. P. Flynn, Mrs. C. H. Davis, Mrs. F. W. Archer, Mrs. C. E. Bardwell, Mrs. L. G. Heinrits, Mrs. J. W. Lowe, Mrs. J. J. Tobin, Mrs. E. G. Bessom, Mrs. W. C. Durkee, Mrs. J. G. Godding, Mrs. J. P. Gammon, Mrs. G. W. Christie.

**BRINGS A TEST CASE.****N. Y. State Excise Department Would Forfeit Druggists' Bond for Patent Medicine Sale.**

Syracuse, N. Y., September 20.—Henry D. Dwight and Frederick J. Nye, comprising the local drug firm of H. D. Dwight & Co., have been served with a summons and complaint in an action brought against them by Patrick W. Cullinan, as State Commissioner of Excise, to recover the penalty of \$500, the amount of the bond filed by the firm when it secured a druggist's liquor tax certificate for \$7.50 from the Excise Department.

The Excise Department alleges that the Syracuse firm has been selling liquor under the name of "Peruna." The action is brought under Section 18 of the Liquor Tax law and is in the nature of a test case. The action against the Syracuse firm will be tried in the Onondaga County Supreme Court early this fall.

### THE AMERICAN PHARMACEUTICAL ASSOCIATION.

**Conclusion of the Atlantic City Meeting—Radical Changes Proposed—Maximum Membership Reached—Indianapolis the Next Meeting Place.**

In our last issue we presented a report of the fifty-third annual meeting of the American Pharmaceutical Association which covered the transactions of the first four days. A report of the fifth day's proceedings was sent in by telegraph, but the company failing to deliver it for 24 hours, we were compelled to leave this matter over for this issue.

#### FRIDAY'S SESSION.

Friday morning, September 8, was devoted to a session of the Section on Practical Pharmacy and Dispensing, the first business transacted being the election of officers for the ensuing year, the choice falling upon W. F. C. Alpers, of New York, for chairman; H. A. B. Dunning, of Baltimore, for secretary, and E. O. Gross, of Dubuque, for associate.

Echoes of Laboratory Practice was the title of a paper presented by F. E. Flak, of Chicago, which came in for rather sharp criticism from Messrs. Alpers, Eccles and England.

H. A. Brown Dunning, of Baltimore, presented a formula for making a solution of peptonate of iron and manganese, which Mr. Beringer thought closely resembled that published by Dieterich, of Helfenberg.

E. G. Eberle, of Texas, read a review of the pharmacy of to-day.

Charles E. Caspari read a paper by M. Kleinschmidt, of St. Louis, on the Defects of the Pharmacopœia, many of the criticisms offered being rather matters of opinion than of fact.

Geo. M. Beringer, of Camden, N. J., presented a draft of a pamphlet designed for distribution among physicians, containing an abstract of the changes in the Pharmacopœia. This paper was received with applause and in the discussion which followed Mr. Hynson and several other members described the work which they had undertaken along this line. It was generally agreed that the field was one which could be worked with great advantage, as the impression made on the physicians by such work was most favorable. The distribution of this kind of matter among physicians tended to impress upon them the idea that the pharmacist was well informed in his calling and to lead physicians to depend upon the statements made by him. The confidence of the physician being the most valuable asset of the pharmacist, anything which tended to establish this confidence was well worth while. We shall print the matter prepared by Mr. Beringer in an early issue.

The session closed with the presentation and discussion of 20 prescriptions. The prescriptions were written out in chalk on blue seidlitz powder paper. As each prescription was displayed by W. M. Kaemmerer, of Columbus, Ohio, he stated the method of dispensing pursued by himself in each case. The members present were invited to discuss each prescription, which they did freely. Since the discussions would only be of interest in direct juxtaposition with the prescriptions we shall present them thus elsewhere.

H. A. B. Dunning showed a sample of a hair tonic which presented some difficulties in dispensing. The preparation contained alcohol, glycerin, tincture of cantharides, ammonia water and sulphur, with oil of bergamot as a flavoring. The oil appeared to be in excess and when the ingredients were merely mixed this excess of oil not only separated out itself, but also caused the sulphur to separate out in floculi. By filtering out the excess of oil from the mixed liquids before adding the sulphur it was possible to secure a smooth, creamy mixture, which presented a very satisfactory appearance. In discussing this mixture it was pointed out that when a pharmacist added an ingredient and then filtered it out he was not really putting that ingredient into the finished preparation. Mr. Wilbert suggested that inasmuch as all the oil did not remain in the finished preparation it would be just as well to omit the excess to begin on. Mr. Dunning pointed out that it

would be a difficult and tedious task to determine just how much of the oil would be taken up in such a mixture, and he argued that it would be easier, safer and quicker to first add the oil as directed in the formula and then filter out the excess.

#### THE INSTALLATION OF OFFICERS.

The installation of the newly elected officers constituted the special order of business for the general session on Friday afternoon, which was held in the Exhibition Hall.

Two former presidents of the association—Albert E. Ebert, of Chicago, and George F. Payne, of Atlanta—being appointed a Committee of Introduction, presented each of the newly elected officers in turn, with the exception of one or two who were not in the room at the time. The names of the officers, which were given in our last issue, are: President, Joseph L. Lemberger, Lebanon, Pa.; vice-presidents, Charles Holzhauer, of Newark, N. J.; Charles A. Rapelye, of Hartford, Conn., and F. C. Godbold, of New Orleans; treasurer, S. A. D. Sheppard, of Boston; secretary, Charles Caspari, jr., of Baltimore; reporter on the progress of pharmacy, C. Lewis Diehl, of Kentucky, and members of the council, Jas. H. Beal, of Scio, Ohio; A. M. Rohrig, of the United States Public Health and Marine Hospital Service, and William Mittelbach, of Booneville, Mo.

The first business taken up by the newly installed officers was the consideration of several verbal alterations in the by-laws which had been proposed at an earlier session and which were adopted without discussion.

#### THE EXHIBITORS HEARD FROM.

On behalf of Borden's Malted Milk Mr. Hetherington thanked the members for the interest which they had shown in the display of Borden's Malted Milk, and also expressed his appreciation of the uniform courtesy and helpfulness of Mr. Hynson, of the Committee on Exhibits. He reminded the audience of the fact that Borden's Malted Milk carried with it the prestige of over a half century of the highest kind of success on the part of the Borden Condensed Milk Company in the production of milk products. He said that the honorable record of that company should be a sufficient introduction for its Borden's Malted Milk, and that where once introduced the quality of the product always won for it a high place in the esteem of the user and of the dealer.

Mr. Hynson, as chairman of the Committee on Exhibits, was requested to introduce the exhibitors, which he did in his own bright, breezy and inimitable way, though many of the exhibitors failed to avail themselves of the opportunity to address the members.

John F. Hancock, secretary of the North Carolina Board of Pharmacy, and himself a member of the American Pharmaceutical Association, spoke on behalf of the Mecklenburg Mineral Water Spring Company, of Chase City, Va., of whose exhibit he was in charge. He said that the main point on which he felt inclined to criticize the new edition of the Pharmacopœia was the omission from its pages of the wonderful healing waters of the Mecklenburg Mineral Springs, and he invited the association to meet at the Mecklenburg Hotel, Chase City. His invitation was received with laughter and applause.

#### PRESENTATION TO MR. HYNSON.

Mr. Allen, of Hance Bros. & White, of Philadelphia, after setting forth the claims of his firm to the consideration of the members, presented to Mr. Hynson a handsome pair of diamond link cuff buttons and an elaborate watch fob bearing the emblem of the Elks, of which organization Mr. Hynson is an active member.

A. L. Walters, of Eli Lilly & Co., was introduced by Mr. Hynson as a budding botanist. Mr. Walters made a modest but effective statement on behalf of his house and said that he hoped all the members would be present at the meeting in Indianapolis next year, when they would be welcome to inspect the laboratories of his firm.

F. L. Crissey, whose real name is chrysanthemum, according to Mr. Hynson, presented the advantages of the Appert glass-ware. This glass is quite as strong as earthen ware, or stronger, and has many marked advantages over it, notably its complete imperviousness to all sorts of liquids and chemicals.



Mr. Crissey described the lime water container made of the Appert glass, which is of particular interest to pharmacists.

Mr. Luke spoke for the Douglass Mfg. Company, manufacturer of New Skin, who distributed sample packages of the product bearing the label "A Sure Cure for Cutting." Mr. Douglass, who had appeared at the first general session as a delegate from the Proprietary Association of America, had



A GROUP OF PROMINENT MEMBERS.

S. A. D. Sheppard, Chas. Caspari, Jr., H. M. Whelpley, James H. Beal, Jos. L. Lemberger, Jos. P. Remington, C. Lewis Diehl, John F. Patton.

been compelled to return to New York, leaving Mr. Luke to represent the company.

Mr. Major spoke for himself and Mr. Faulkner for the C. L. Flacus Glass Company.

The regular proceedings were resumed by taking up the report of the Committee on Time and Place of Meeting, which was presented by Caswell A. Mayo as secretary of the committee. The report stated that invitations had been received from five different localities. The committee said that the respective claims of the cities of Cincinnati and of Indianapolis were so nearly balanced that the committee preferred to report the fact to the members and recommended that a choice be effected by means of a ballot. An animated discussion of the relative advantages offered by the two cities as a place of meeting ensued, in which Mr. Eliel and Mr. Carter championed the claims of Indianapolis and Mr. Lohman, Mr. Freericks and Mr. Hopp pressed the claims of Cincinnati. A ballot being taken Indianapolis was chosen as the next meeting place, the advocates of Cincinnati yielding gracefully to the will of the majority and moving to make the vote unanimous.

The first week in September was selected as the time of meeting, after which the general session adjourned.

#### AN ADDITIONAL SCIENTIFIC SESSION

had been rendered necessary by the large number of papers presented in that section, and Chairman Gane promptly called the section to order in another room without waiting for the adjournment of the general session. The first paper presented was by Dr. Kremers and dealt with the chemistry of the coloring pigments in plants. An abstract appeared in our last issue. Other papers were presented on The Metric Equivalents of the Pharmacopœia, by M. L. Wilbert, of Philadelphia; A Dispensing Bottle for Sterilized Pharmaceutical Preparations, by Henry Kraemer, of Philadelphia, and on Japanese Lacquer, by A. B. Stevens, of Ann Arbor.

#### SATURDAY'S SESSION.

##### FINAL GENERAL SESSION.

At the final general session, held on Saturday morning, several minor amendments to the by-laws were enacted and the minutes of the sessions of council held during the week adopted,

this adoption carrying with it the approval of the following acts and the recommendations of the council: The approval of the treasurer's report, instructions to solicit bids for the publication and distribution of the National Formulary, the establishment of a committee on publicity, the award of \$500 to C. Lewis Diehl as an honorarium for his work as editor of the National Formulary, with the distinct understanding that this is merely a payment on account for the services rendered; that the reduction of 10 per cent. made in the salaries of the officers is considered as temporary and that it is understood that the officers are to be reimbursed as soon as the financial status of the association warrants, the election of C. S. N. Hallberg to the editorship of the proposed bulletin of the association, with a salary of \$200; the return of the money loaned (\$325 each) by the publishers of the AMERICAN DRUGGIST, the Druggists' Circular, the Bulletin of Pharmacy, and Merck's Report, to secure the publication of the collective index of the proceedings. F. B. Hays was named as reporter to the public press, and F. H. Carter was elected local secretary.

Edward Kremers, of Wisconsin, was elected to fill the vacancy on the council caused by the election of Joseph L. Lemberger to the presidency.

It having developed that the delegate from the N. A. R. D., Mr. Timberlake, had not been in the room when the delegates were given the privileges of the floor, and that he had since been compelled to leave, a letter from him as a delegate was read and spread upon the minutes of the meeting. It was decided to make an effort to bring the meeting of the A. Ph. A. and of the N. A. R. D. as near together, both in time and place, as practicable, on the ground that such a move would tend to increase the attendance of both organizations.

THE CRUSADE OF THE AMERICAN MEDICAL ASSOCIATION APPROVED.

The following resolution was presented by Mr. Hallberg and adopted without opposition:

*Resolved*, That the A. Ph. A. in general meeting assembled commend all proper efforts on the part of the A. M. A. to differentiate between the various so-called proprietary remedies with a view of correcting the abuses at present existing in connection with the advertising pages of medical journals.

*Resolved*, That a copy of this resolution be forwarded to the secretary of the American Medical Association.

Another resolution presented by Mr. Hallberg, which was also adopted unanimously, urged upon the Government the need of greater care and supervision of drugs imported into this market.

Reports were received and adopted from the committees on the Proctor monument, on metric weights and measures, on



Ladies on the Veranda of the Islesworth.

transportation, and on the status of the pharmacist in the Government service.

L. F. Kebler, as a delegate from the Department of Agriculture, explained how it came about that the drug laboratory came to be under the Department of Agriculture instead of

under some other department. He also briefly outlined the organization of the several bureaus which have to do more or less with the drug business.

The president announced the names of the Committee on Time and Place as follows: Caswell A. Mayo, New York; F. C. Godbold, New Orleans; F. C. Stewart, Los Angeles, and C. G. Merrell, Cincinnati. He also announced the names of the following delegates to the National Wholesale Druggists' Association: Charles Holzhauer, W. C. Westcott, W. C. Alpers, Caswell A. Mayo and Ralph D. Gable; to the National Association of Retail Druggists, William C. Anderson, Elle H. Lapiere, S. A. D. Sheppard, W. E. Lee and M. G. Tielke. After passing the usual votes of thanks to the local committee and to the retiring officers the fifty-third annual meeting of the American Pharmaceutical Association was adjourned.

#### THE LECTURE ON RADIUM.

A wholly new feature in the programme of the association was introduced this year in the form of a popular lecture on



DR. CHARLES BASKERVILLE,  
New York City.

a scientific subject. Dr. Charles Baskerville, professor of chemistry in the College of the City of New York and author of the recently issued work on radium which was reviewed in the *AMERICAN DRUGGIST* for August 28, page 106, was invited to deliver the lecture, and selected as a topic the subject of Radium and Radioactivity. This feature of the programme was set for Friday evening and the hall was well filled with an interested audience, including a large proportion of the ladies in attendance as well as the gentlemen.

Dr. Baskerville treated the subject in a popular way, and in view of the fact that he devoted only one hour to it the lecture necessarily gave only a general outline.

The lecturer showed many interesting experiments and made free use of diagrams, lantern slides, etc., illustrating the general principles touched upon. He exhibited, for the first time in America, we believe, one of the much exploited radium "clocks," which consist, in fact, merely of two thin films of metal in a vacuum tube, to opposite sides of which bits of radium are attached. The alternating attraction and repelling of the strips of metal by the radium, which takes place at regular intervals, constituted the measure of time. Being without any clock face, or any method of registering the passage of time, the application of the term "clock" to the apparatus seems rather fanciful and far-fetched.

The lecturer made a most favorable impression on his audience, and this feature of the meeting will, no doubt, be perpetuated in the future.

#### LIQUOR LICENSES FOR HANDLING PROPRIETARY MEDICINES.

The daily press of the country is much exercised on behalf of the drug trade over a sweeping ruling just made by United States Internal Revenue Commissioner Yerkes imposing upon manufacturers of and dealers in patent medicines composed largely of distilled liquors the liabilities of rectifiers and dealers in liquors. According to this ruling, which reverses that of four years ago, druggists and others handling such patent medicines after December 1, 1905, must pay the \$25 Government license tax required by law of a retail liquor dealer. The commissioner has instructed all collectors to impose the special tax on manufacturers of and dealers in "patent medicines composed largely of distilled spirits, even though drugs are declared to have been added thereto, when their presence is not discoverable by chemical analysis or it is found that the quantity of drugs in the preparation is so small as to have no appreciable effect on the liquor. The same ruling," he adds, "applies to every alcoholic compound labeled as a remedy for disease and containing in addition to distilled spirits only substances or ingredients which, however large their quantity, are not of a character to impart any medicinal quality to the compounds."

Just what patent medicines will be included within the scope of this ruling will be determined by analysis, by Government chemists, of samples purchased in the open market.

#### THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.

##### Plans for Entertaining the Members—Routes and Rates for Visitors —A Royal Welcome from New York.

New York is a favorite meeting place for the National Wholesale Druggists' Association, for New York holds many attractions, both personal and commercial, for the men who distribute pills and plasters and chemicals and drugs.

Our newest and most ornate hostelry, the Hotel Astor, has been selected as the place of meeting, and a hotel better fitted for holding such a convention it would be difficult to find.

Thomas P. Cook, chairman of the Committee on Arrangements and Entertainment of the National Wholesale Druggists' Association, reports that the arrangements for the coming meeting are about perfected, and owing to the cheerful co-operation of the New York Drug Trade and allied branches they have been enabled to arrange a programme that should prove satisfactory to all who favor New York with their presence at the coming meeting. In order that members at a distance may have some idea of dates, we are authorized to publish the following provisional programme, although a number of minor details do not appear on it.

##### MONDAY, OCTOBER 2.

- 9 p.m., President's reception at the Hotel Astor, eighth floor.
- 10 to 12 p.m., fête champêtre, Hotel Astor.

##### TUESDAY, OCTOBER 3.

- 10 a.m., meeting of association. Address of welcome, etc.
- 2 p.m., meeting of association. Drive to Metropolitan Museum for ladies.
- 5 p.m., afternoon tea.
- 8 p.m., theatre.

##### WEDNESDAY, OCTOBER 4.

- 10 a.m., third session of association. Special visits to shops for ladies.
- 2 p.m., fourth session of association.
- 4 p.m., meeting of representatives of local associations.
- 8 p.m., banquet for ladies and gentlemen.

##### THURSDAY, OCTOBER 5.

- 10 a.m., fifth session of association.
- 2 p.m., ride for ladies and gentlemen.
- 5 p.m., afternoon tea.
- 8 p.m., theatre.

##### FRIDAY, OCTOBER 6.

- Boat ride for ladies and gentlemen. Luncheon at Crescent Club. Session if necessary on board.

The committee would again urge upon those contemplating attendance at this meeting the propriety of at once engaging rooms, as reservations have been very numerous up to date. Special arrangements have been made for the prompt handling of baggage at the hotel, and the transfer companies will be requested to give special attention to baggage going to the Hotel Astor.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, September 25, 1905.

The fortnight under review, coming as it did at the close of the vacation period, has been devoid of features of marked interest, save in one or two directions. The general volume of trade has been entirely satisfactory, indicating a healthy condition in consumptive channels, but there has been an almost complete lack of speculative interest in the staples which generally monopolize the attention of speculators. Opium seems to have been on the verge of an advance during the past fortnight, but up to the time of going to press no positive change in price has taken place, though there is a very strong and firm undertone to the market. Quinine has been dull and spiritless. The American roots have attracted some attention, golden seal having declined and pink root and senega having advanced, though the changes have not been very startling. The special feature of the market has been the strong position of peppermint oil, based upon very bullish advices both from New York State and from the West, and backed by a considerable inquiry from London. If the statistics compiled by Hotchkiss prove reliable we can confidently look forward to an era of high prices in peppermint oil extending until the advent of the crop of 1906. The firm attitude of Western holders tends to corroborate Mr. Hotchkiss's view of the future of the market, and the London buyers seem to be gradually yielding to the demand for higher prices. A slight advance has been made in potassium bromide by the German Syndicate, who now offer to accept contracts for bromide up to July, 1906, at 17c. This is the first indication that they have tired of their effort to whip American producers into line by cut rate war. Even at 17c., however, there is no great money in bromide. Details of the changes of the market follow:

#### HIGHER.

Potassium Bromide,  
Turpentine,  
Peppermint oil,  
Methol,  
Senega root,  
Chlorate of soda,  
Powdered opium,  
Cassia buds,  
Camphor, Japanese,  
Crude Saltpeter,  
Malaga oil, prime,  
Curacao aloes,  
Citronella oil,  
Yellow prussiate of potash,  
Pink root,  
Black haw bark of root,  
Japan wax,  
Burdock root,  
Morphine,  
Cannabis indica,  
Barbadoes aloes,  
Cotton root bark,  
Sicily sumac,  
Malta cumlin seed,  
Star anise seed,  
First sorts potash,  
Lobelia herb,  
Ipecac.  
Cuttlefish bone, jewelers' large,  
Haarlem oil.

#### LOWER.

Saffron, American;  
Lycopodium,  
Grindella robusta,  
Yerba santa,  
Golden seal,  
Chlorate of soda,  
Pennyroyal oil,  
Belladonna leaves,  
Glauber salts,  
Wax, Carnauba,  
Bismuth preparations.

### Drugs.

Arnica flowers are firm at 9c to 10c and reports from central Europe seem to warrant the attitude of holders.

Balsams.—Copaiba is dull, though holders are firm at the previous range of prices of 36c to 38c for Para, and 30c to 31c for Central American. Fir, Canada, continues to sell in a jobbing way at \$3.10 to \$3.20, and Oregon at 70c to 80c. Peru is dull but unchanged at \$1.00 to \$1.10. Tolu is in fair jobbing demand at 20c to 22c.

Barks.—Cascara sagrada is depressed by the presence of considerable quantities of stock on the Pacific Coast. While quotations range from 6c to 9c as to age and quality, it will be possible to buy fresh bark at a shade below the inner figure. Cotton root bark has advanced, the spot stocks having run low, and the prospects indicate a rather small supply. The general quotation is 10c to 11c. Bayberry is firm, though supplies are light, and 12c to 14c is required. Black haw (bark of root) seems to be scarce and is inquired for at 15c to 16c. Sassafras is receiving some attention and is quoted at 10c to 12c.

Belladonna leaves have declined to 9c and 10c, the temporary scarcity having given way under the arrival of new supplies.

Buchu, short, firm at 14c to 17c and advices from South Africa indicate a scarcity there of high grade leaves.

Cacao butter is in brisk jobbing demand and steady at 28½c to 29c.

Cannabis indica is advanced to 95c to \$1.00 in sympathy with very strong reports from London market. Some activity has been observed in the drug in this market also.

Cantharides are in scanty supply and held firmly at the comparatively high price of \$1.25 to \$1.30 for Russian and 47c for Chinese.

Castor oil is in fairly good consuming demand, and prices are firmly maintained at 10¼c to 11¼c for No. 1 in barrels and 9½c to 10½c for No. 2 in barrels, with the usual advance for cases.

Chamomiles are selling at 8 1-3c to 15c for German and 16c to 25c for Roman, no change being noted.

Coca leaves, Truxillo, are firm at 18c to 19c and are in good jobbing demand.

Codliver oil is very quiet, notwithstanding the approach of the season of greatest consumption, and only jobbing sales are reported at about \$27 for Norwegian.

Cubeb berries are in good jobbing demand and held firmly at 8c to 9c. The market shows a very firm undertone, and there is no disposition to push sales at the current figures.

Cuttlefish bone. The large jewelers' kind is in scanty supply and has been advanced to 50c. Trieste is quoted at 15c to 16c and Marseilles at 11c. Small jewelers' is quoted at 40c.

Glycerine is in good demand and firm at 12c to 12¼c for drums and 13c to 13¼c for cans of C. P. Export inquiry from Japan which has come to hand during the week indicates no disposition on the part of the Japanese merchants to sever their business relations with America.

Grindella robusta has declined to 9c to 10c, the stock being in excess of the demand.

Haarlem oil has been practically out of the market during the past week, and for the limited stocks on hand holders have to ask as high as \$2.50. The recent arrivals, however, have tended to ease the situation and sales have been made down to \$1.80.

Laurel leaves are held at 3c to 4c as to seller.

Lavender flowers have been advanced abroad, and spot stocks have been marked up in sympathy to 9c to 10c for ordinary, and 15c to 20c for select hand picked.

Lobelia herb is advanced to 11c and 12c in sympathy with conditions at the source of supply.

Lycopodium has declined under a pressure of stock and a paucity of orders to 65c to 70c.

Manna is firm at 32c to 35c for small flakes, and cable advices indicate that a light crop may be looked for.

Menthol is advanced, owing to the scarcity of supplies, and is now quoted at \$2.35 to \$2.75, though we hear of no consider-

able transactions. The conditions in Japan are said to warrant an even higher range of prices.

Opium is very firm, both on the spot and abroad, and holders have talked momentarily of raising their quotations during the past fortnight. So far, however, no change has been made in the quotations on gum, the general figure being \$3.30 for single cases, \$3.32½ for broken cases, and \$3.70 to \$3.75 for powdered. The daily receipts reported in Smyrna are much below those for the corresponding period in the preceding year, and the stocks reported in the Constantinople warehouses are also less than they were twelve months ago. There seems to be every reason to expect an early advance in the drug, and, in fact, the powdered opium has been marked up already to \$3.70 to \$3.75, as the ruling quotations were slightly below a parity of prices with the gum.

Quassia chips are scarce and firm at 5c to 5½c.

Quinine has been but in little demand during the fortnight under review, and the market seems entirely devoid of any speculative interest. Manufacturers continue to quote 20c for bulk, while outside holders name a figure of 19½c for German and 19¼c for Java.

Saffron, American, has declined to 85c to \$1.00, Alicante being firm at \$4.75 to \$5.00 and Valencia at \$6.25 to \$7.00.

Senna is in active demand for consumption; unchanged prices of 10c to 11c for Alexandria natural, 15c for garbled and sifted and 16½c to 14c for Tinnevely.

Spermaceti is in good demand and shows a firmer tendency, with quotations of 28c for block and 27c for cake.

Thymol is in very scanty supply, and holders have advanced their quotations to \$1.70 to \$1.75.

Vanilla beans are in fair demand and holders show no disposition to shade their former prices of \$2.75 to \$6.50 for whole, Mexican, and \$1.75 to \$2.00 for cuts.

Wax, bees, has been reduced to 32c to 32½c for ordinary pure, and 33c to 33½c for selected.

Wax, carnauba, has weakened somewhat and some holders have intimated a willingness to accept a lower range of prices. We quote No. 1 at 46½c to 47c, No. 2, 36c to 38c, and No. 3, 29c to 30c.

Wax, Japan, is quite firm at an advance to 13½c to 14c, based upon strong advices from the Orient.

#### Chemicals.

Arsenic, white, is very firm at 3¼c to 3½c.

Bismuth preparations have declined to \$2.25 to \$2.30 for subnitrate, \$2.50 to \$2.55 for subcarbonate and \$2.35 to \$2.40 for subgallate.

Chlorate of soda is scarce and firmer, spot quotations having been marked up to 9c and 9½c.

Cream of Tartar and tartaric acid are both in brisk demand, and very firm at 23½c to 24c for powdered cream tartar, and 29¼c to 29½c for powdered acid.

Glauber salts has been marked to 40c to 65c for crystals under the influence of keen competition.

Nitrate of soda is dull at \$2.22½ to \$2.25 for spot, 96 per cent.

Oxalic acid is offered for 1906 delivery at 5c, with the usual protection against a decline.

Potassium bromide has been advanced, both by domestic and foreign holders, to 17c. For sodium bromide 22c is asked, and for ammonium, 24c. In sending out quotations Roessler & Hasslacher, agents for the German Syndicate, again direct attention to the fact that they sell only for home consumption and that none of the goods sold shall be re-exported to Europe. It seems that this provision for the contract of sale has occasionally been broken.

Yellow prussiate of potash has been advanced to 14c to 14½c on the strength of higher prices for raw material.

#### Essential Oils.

Anise is quiet, but fairly firm at \$1.12½ to \$1.15.

Cassia is firm at our previous quotation of 75c to 77½c.

Citronella is very strong both abroad and in the local mar-

ket. Quotations have been advanced to 37 1-3c to 39c for drums and 39c to 40c for cans.

Clove is declined and fairly active at 77½c to 80c in cans and 80c to 82½c in bottles.

Peppermint oil has held the center of the stage in the drug market in the past fortnight. Active demand from abroad for H. G. H. case oil has had a tendency to stiffen up the local market, and the manufacturers have declined the offer to receive from British buyers as being below the actual value of the oil. The offerings from the West have been few and small. Hotchkiss has issued a circular letter reviewing the situation, and according to statistics compiled by him regarding the crop it would seem that holders were fully justified in that bullish attitude. London has advanced its offers, but not sufficiently to close any considerable amount of business. Offers of \$2.25 for bulk oil for shipment have been declined by Western dealers. H. G. H. sales are reported at \$3.00 on the spot, with a brisk inquiry.

Spearmint has been advanced to \$4.25 and is in scanty supply.

Sassafras, artificial, has been in active demand at 24c to 25c.

The Messina essences show a general firmness, though no change in our previous quotations are noted. These were for lemon, 57c to 66c; orange, sweet, \$1.80 to \$1.95, and bitter, \$1.20 to \$2.50.

#### Gums.

Aloes are firm along the entire line, but the Barbadoes is particularly strong at 15c to 16c. Curacao continues to be firm at 5¼c to 6c.

Arabics are in satisfactory jobbing demand, and quotations remain unchanged at 25c to 35c for first picked down to 6¼c to 11c for sorts.

Asafetida is jobbing in a fairly satisfactory way at 15c to 20c, as to quality.

Camphor is in a strong position, considering the season of the year, and firm at 68c for barrels and 68½c for kegs. The Japanese has been marked up to 72c.

Chicle is quiet and fairly steady at 36c to 38c.

#### Roots.

Burdock has been advanced to 10c and 11c and shows a still further upward tendency in the European market.

Golden seal has declined under the pressure of offers from the West to \$1.18 to \$1.20.

Ipecac is very firm at an advance to \$1.75 to \$1.80.

Jalap is in brisk demand at 9½c for new and 11c for old, though there are no indications to speculative interest in the drug.

Mandrake is easier and offers at 4¼c to 5c, the new crop promising well.

Pink root has advanced to 27c to 30c and spot supplies are scanty.

Sarsaparilla, Mexican, is very firm at 11¼c to 11½c, but arouses little if any speculative interest.

Senega has been advanced and is firmly held at 62c to 64c, as to quality.

Serpentaria is quiet and fairly firm at 37c to 39c.

#### Seeds.

Anise is in good demand and firm at 5¼c to 6c for German. Canary, Smyrna, has shown an easier tendency, and may be had at 4¼c to 4½c.

Celery is steady and in brisk demand in a jobbing way at 7¼c to 8c.

Mustard, California brown, is very firm, the local supplies being only limited.

Quince, German, is somewhat lower, and is offering at 30c to 32c on the spot.

Star anise has advanced to 20c to 22c and is firmly held at the higher figures.

Wormseed, Levant, has declined to 17½c to 18½c, and is somewhat unsettled on account of keen competition on the part of local dealers.

## OHIO.

**Trade Conditions Good—A New Store for Mayell & Hopp—  
Investigating Soda Fountain Syrups.***(From our Regular Correspondent.)*

Cleveland, September 19.—According to all reports, the drug business in this city and northern Ohio is in a very satisfactory condition. The wholesale drug houses report an excellent business. So far as the business for the past summer is concerned, all express satisfaction. While the early portion of the summer seemed somewhat discouraging, the latter months were good and retailers seemed to make up for all they had lost. The drug trade in this city is increasing and the wholesale houses are gradually pushing their business over a larger territory.

Lucian Hall, of Benton, Hall & Co., speaking of conditions, said his house is doing an excellent business, and the prospects for the future are very encouraging. From what information he could glean over the territory covered he said the drug trade is in good condition, with prospects for a splendid fall business ahead. Mr. Hall is a hustler in the drug business and prominent in general business circles. He is one of the leaders in the merchants' excursion out among their customers and believes in merchants coming in contact with the retail people over the country.

## SUCCESSFUL CLEVELAND MANUFACTURER.

D. T. Horton, in charge of the business end of the laboratory of Strong, Cobb & Co., showed the AMERICAN DRUGGIST representative through that firm's big plant on Superior street a few days ago and explained the mysteries of the laboratory and manufacturing departments. R. A. Gausby, a young man of exceptional ability, is the chief chemist and keeps a critical eye upon all that goes on in his departments. The house purchases its goods all in the crude form, does its own grinding and compounding, and therefore knows what it is putting on the market. The system of keeping track of all the goods sold is perfect. Mr. Horton has been with the house many years and has worked out a lot of good things that have met with success. His greatest preparation, however, is Elchitone, which now has an extensive sale all over the country.

## CLEVELAND NOTES.

In his analysis of materials used at the soda water fountains City Chemist Pate has paid special attention to those containing salicylic acid and coal tar derivatives, as he believes they are the most dangerous ingredients entering into any of them. Nothing has been given out yet regarding this work.

H. F. Toedtman, 1945 Superior street, sold Charles Baker carbolated water for carbolic acid a few days ago and thus prevented a suicide. The man afterward thanked the druggist for his kindness.

Mayell & Hopp have opened their new store in the Haddam, a high class apartment house on Euclid avenue, near Doan, with handsome storerooms on the ground floor. The store has been beautifully finished and furnished with plain but costly fixtures. It is the intention of the firm to operate this store for the convenience of its customers in the east end of the city, and they will get better and more prompt service than they have ever had before. This is an enterprising house, catering to the trade that uses high class goods. It has put no soda fountain in the new store and has never had one in the downtown house. While Mayell & Hopp recognize that there is money in this department, it is their desire to confine their business to drugs and sundries that are used by physicians.

## ALL OVER THE STATE.

Dispatches to the daily papers bring the report that Dr. Elmer E. Bechtol has pleaded guilty to the charge of arson before Judge E. M. Freis at Bowling Green. His sentence was one year in the penitentiary. It is said that the confidence of the officers in Bechtol is so great that he will probably be allowed to go to that institution unattended. He is a citizen of Lodi and for many years has been prominent and

respected. Bechtol was indicted upon the testimony of a former clerk, who is said to have observed several doubtful fires when he worked for the doctor in North Baltimore. The direct charge is that he set fire to a drug store owned by himself and his brother Sam, now dead. It is said that he made a confession in which a number of other prominent men are implicated. This is being kept quiet in the hands of the prosecuting attorney. North Baltimore seems to have been a hotbed of incendiarism several years ago, and several prominent men have been convicted of burning their property to secure the insurance. The information given out regarding Dr. Bechtol has been kept secret since 1892.

M. G. Witschner, of Tiffin, has sold his drug store to G. W. Wiles, formerly a member of the Wiles-Erman Drug Company, of Newark, Ohio.

Darr Bros. have purchased Spike's pharmacy, at Uhrichsville. Hereafter it will be operated as Darr's pharmacy. J. W. Darr, a member of the firm, also has a store at Girard.

M. E. Mowrey, formerly of Lorain, Ohio, has purchased the business of the Buckeye Drug Company, at Sebring.

R. B. Rowland has sold his drug business at Alliance to B. E. Vale, formerly of Niles, Ohio.

The business of W. H. Tissot & Co., at Wellington, has been sold to the Wellington Drug Company, which will move into the stand purchased and discontinue the store it has been operating in the past.

James A. Herlihy, a prominent druggist of Chillicothe, according to newspaper reports, was arrested some days ago on the charge of violating a Federal statute. He had a preparation called "Black-No-More," which he claimed would change the skin of a negro from black to white. A fraud order was issued some time ago and later was somewhat modified, after which the matter died down. After the issuance of the order Herlihy is said to have declared that the preparation would do all that he claimed for it. He has a good store in the business section of the city and had a thriving trade.

## CINCINNATI ITEMS.

Otto Kistner is out again after an attack of typhoid fever.

George O'Maley now owns his own automobile, and it is a fine one, too.

There is a movement on foot to form a bowling league this winter composed of wholesale and retail druggists.

The residence of Milton Franken was recently robbed of \$500 worth of clothing and jewelry by a trusted servant girl.

The Cincinnati College of Pharmacy successfully opened its thirty-fourth season on the 18th with a good number of students in attendance.

Drug clerks are in demand here at present. The State Board of Pharmacy recently got after all clerks not registered and in several instances some good men were tin-canned.

Henry Eichler will shortly move into his elegant new building which he built this summer. Besides the corner drug store there will be several storerooms and about ten flats over same.

The following delegates to the N. A. R. D. convention left on the 16th inst. for Boston: Edward Voss, E. H. Thiesing, A. D. Wells, F. Kiaker, Carl Plath, W. T. Ford, N. E. Smith, Frank Freericks, J. H. Brand and J. H. Kutchbunch. They will all stop over on the way home at New York, Philadelphia, Baltimore and Washington.

## Every Burlington Druggist Save One Arrested.

BURLINGTON, Vt., September 19.—Every druggist in this city, with one exception, was arrested to-day on indictments brought against them by the grand jury charging illegal sale of intoxicating liquors. The defendants numbered 12, and were held in \$300 each for a further hearing.

## Pill Mass Maker Wanted.

A manufacturing pharmacy wishes to secure the services of a competent Pill Mass Maker, with large experience. Address Manufacturer, care AMERICAN DRUGGIST.



## PENNSYLVANIA.

**Changing Tendencies in the Drug Trade—Soda Trade Helped by Pure Food Prosecutions—Bright Prospects for Bowling Contests—A Druggist Reformer.***(From our Regular Correspondent.)*

Philadelphia, September 20.—Many of the leading druggists of this city are away this week attending the meeting of the N. A. R. D. at Boston. This makes very little live news here, although the retail drug business is better now than it has been for some weeks. Lately there has been more of a disposition shown on the part of the retail druggists to cut away from selling strictly drugs and patent medicines, and in many of the stores there have been placed attractive showcases with such articles as appeal for the lady's dressing table. There is more attention being given to the sale of special brands of perfumery and soap. There has also been a change made in regard to the interior of the drug store. The new ones that have lately been opened have dispensed with the old style bottle shelves and have been fitted out with cases that make the store much more attractive.

**SODA TRADE HELPED BY PURE FOOD CRUSADE.**

There are few stores here that have not a soda water fountain. The recent crusade of the pure food officers, which has put many of the cheap soda water sellers out of business, has been the making of a better demand upon the legitimate stores. The soda water business done by the retail drug stores this summer has been greater than ever. Some of them have had such success that the owners are contemplating the installing of a hot soda and hot chocolate plant.

**BOWLING CONTESTS WILL BE ORGANIZED.**

During the fall and winter there promises to be a plenty of bowling done by the druggists of this city. The Philadelphia Drug Clerks' Association has organized a bowling league, and it is understood that six clubs have signified their intention to compete for a prize. The old Druggist Bowling League will also be on hand to show what the members can do.

**A DRUGGIST REFORMER.**

There is no busier man in this city than M. N. Kline, the president of the Smith, Kline & French Company. Mr. Kline is doing yeoman work in helping to reform the politics of this city. He is one of the trusted advisers of Mayor Weaver and takes great interest in the fight which is now being made against "graft." He also takes an active part in the affairs of the Brotherhood of St. Andrew and last week attended the annual meeting of this society at Chicago. After he returned from this trip he began preparing for the annual meeting of the N. W. D. A. At this gathering he will have several important things to do, and it is likely that his paper on legislation will be of great interest to the trade. In speaking about the various changes that frequently occur, he said: "One of the last things ex-Judge Parker did was to decide the case of Parke, Davis & Co. in our favor, and now the Judge is ranged against our association. It is a queer world."

**PENNSYLVANIA EXAMINATIONS.**

The next examination of applicants for registration in Pennsylvania as qualified assistant or registered pharmacist will be held in Philadelphia and Pittsburgh on Saturday, October 14. Application blanks and any information may be obtained from George W. Davis, druggist, Providence square. Applications must be filed with the secretary not later than October 3.

**PHILADELPHIA NEWS NOTES.**

Coates Caldwell, of Oxford, Pa., has gone to the Yellowstone for his health. He will be away several weeks.

Harry Wilkinson, Eighteenth and Morris streets, will open a new store upon the completion of the building at Fifty-eighth street and Haverford avenue.

R. T. Blackwood, Fifteenth and Thompson streets, has about completed the alterations to his store, which will make it one of the largest in that section of the city.

It is rumored that A. A. Gracey, Lancaster avenue and Fortieth street, has purchased a plot of ground at Forty-

ninth street and Baltimore avenue on which he will erect a handsome drug store and dwelling.

D. E. Bransome, the genial representative of Johnson & Johnson, in this city, is at Boston attending the meeting of the N. A. R. D. He was as popular as ever and did yeoman work in helping to entertain as well as to boom his own house.

F. B. Ross, Fifty-second street and Haverford avenue, has returned from Denver. Mr. Ross was in the train that was wrecked a short time ago while standing on the siding near Denver. Fred. McDonald, of the firm of Harvey & McDonald, of Kennett Square, was also in this wreck. Neither of the druggists was hurt.

The new term of the Philadelphia College of Pharmacy will begin on October 2. The class this year promises to be the largest in the history of this institution. So far the number of students that have registered is greater than last year. The College House has proven to be an attraction to the students. All the rooms have been engaged, and it is likely that additional space will have to be secured if all those who are seeking a home such as this house gives are to be taken care of.

**BALTIMORE NOTES.***(From our Regular Correspondent.)*

Through the efforts of J. E. Madison, working in the interest of the N. A. R. D., about all the Baltimore cutters have been gotten into line, and all but two, it is said, have been taken off the unfair list.

An explosion of mysterious origin occurred in a closet in the cellar of the Sharp & Dohme laboratories, Pratt and Howard streets, Baltimore, on September 14, about midnight. There was nothing in the closet except old books, and the damage by the explosion, as well as the fire that resulted therefrom, was trifling; but the concussion was strong enough to blow the door off the hinges and to break a number of the windows in the Pratt and Howard streets fronts.

The Baltimore delegation of druggists who went to Boston to attend the annual meeting of the National Association of Retail Druggists included John G. Beck, manager of the Calvert Drug Company; Owen C. Smith, R. E. Lee Williamson, of Williamson & Watts; M. S. Kahn, J. H. Farrow, and W. O. Madison. A committee of Baltimore retailers welcomed the Pittsburgh delegation, which came here by way of Washington, and after a stop of several hours continued its trip on board one of the Merchants' & Miners' Transportation Company boats.

The Fire Department in Baltimore has been investigating the blaze which broke out recently in Sprague's retail drug store, at Liberty and Fayette streets, Baltimore, and has about reached the conclusion that spontaneous combustion of moth balls was the cause. The Barrett Mfg. Company, of Philadelphia, manufacturer of moth balls, in a letter combats this theory and asserts that naphthaline, the basis of moth balls, will not burn at all. The statement, however, seems to be disproved by a test conducted by the Salvage Corps, which not only showed that moth balls burn very freely, but that they throw out a dense smoke, which endangered a horse being groomed nearby and necessitated its removal.

The Baltimore Drug Trade Bowling Club will resume its contests for the season, October 3, at the Diamond. There are to be six teams in the field, representing Sharp & Dohme, McCormick & Co., Muth Bros. & Co., James Bailly & Son, the Calvert Drug Company and the H. B. Gilpin Drug Company. There will be bowling on Tuesday and Friday nights of each week, and the full series will consist of 75 contests. Prizes will be awarded for the highest team scores, for the highest team and individual averages, for the greatest number of strikes and spares and for other special records. The officers of the club, elected at a meeting on the evening of September 8, are: John G. Beck, president; Lewis W. Davis, first vice-president; George T. Coulson, second vice-president; Henry Brauer, secretary, and W. Smuck, treasurer. George Armour, William Smuck and Charles Holzer were named as the Schedule Committee.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, OCTOBER 9, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 3718 Walnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G. .... Editor.

THOMAS J. KEENAN. .... Associate Editor.

ROMAINE PIERSON. .... Manager Chicago Office.

\$1.50 a year.

15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT.

One of the most valuable features of the various association meetings is their indirect effect in bringing about improved local conditions. It seems probable that the meeting of the National Wholesale Druggists' Association which was held in this city last week will eventually result in a considerable improvement in local conditions in the jobbing drug trade of New York and vicinity. During the sessions of the association conferences were held between the Committee on Proprietary Goods of the N. W. D. A. and the local jobbers, which will no doubt result in a diminution of irregularities and of friction in the trade.

### A QUESTIONABLE POLICY.

We do not think it is any advantage to pharmacy for pharmacists to contribute technical articles to lay publications. On the contrary, we deem the practice a highly objectionable one, since the appearance of articles of a technical character in a periodical which is a purely trade organ, appealing to hardwaremen, butter and egg dealers, grocery men, shoemakers and dry goods interests, is decidedly derogatory to the dignity of the profession and may often prove actually hurtful. Certain pharmacists in Michigan evidently do not agree with our views of the matter.

### OTHELLO'S OCCUPATION'S GONE!

The remarkable success of the Japanese in the treatment of their wounded soldiers was due, so we are told by Surgeon General Suzuki, of the Japanese Imperial Navy, to the eschewing of drugs and to a careful attention to asepsis. Drugs have now been abandoned in the treatment of tuberculosis (almost), and our Japanese friends have shown us the advantages of eschewing drugs in military surgery, and if this movement goes much further the druggist will find himself, like Othello, without occupation. However, there will always be hypochondriacs among the old women of both sexes who will not forego the pleasure of drugging themselves, either with or without the co-operation of the physician, and there is probably no need for the retail druggist sacrificing his stock in order to get out of a decadent business.

### A FREE SCHOLARSHIP IN PHARMACY.

The New Orleans *Item* is conducting an interesting contest for a full scholarship in the New Orleans College of Pharmacy. The paper has offered a free course in that institution to the young person receiving the largest number of coupon votes cut from the daily and Sunday issues. It is stated that thousands of votes have already been cast and that great interest is shown in the contest by the people of that city. Business reasons no doubt enter into this enterprise of the *Item*, but aside from this it is highly commendable from an educational standpoint, and it must be especially gratifying to pharmacists that the prize should be a college course in pharmacy. The selection of the pharmacy course is further proof that the sentiment in favor of higher education in pharmacy is steadily growing in the South as well as in other sections of the country.

### TO BUILD UP EXPORT TRADE.

The Department of Commerce and Labor is desirous of securing the co-operation of manufacturers and other persons interested in the efforts being made by this Department, through the Bureau of Manufactures, to extend the foreign trade of the United States. In furtherance of this work it is proposed to establish a comprehensive card index, which will enable the Department upon application to furnish information desired by manufacturers or by intending purchasers, and it is contemplated to extend the system, if the necessary authority shall be granted by Congress, to our principal consulates.

To enable the bureau to prepare such an index manufacturers and exporters are being requested to fill in blanks furnished by the bureau, and furnish briefly any additional information which they may desire to have recorded in connection with their business. The scheme should receive the enthusiastic support of our manufacturers as it promises much if well carried out.

**THE PASSING OF QUININE.** While the introduction of so many synthetic febrifuges of late years has had the effect of diminishing the use of quinine, the gross volume of the alkaloid sold did not really show a material decline until about a year ago, when the mosquito theory of the transmission of malaria had been quite generally accepted and acted upon. A recent traveler in Java reports a great depression among the cinchona bark planters at the decline in the consumption of bark, and he reports that cinchona plantations are giving way, to a great extent, to tea plantations. In some sections of the island the bark of the trees begins to show a diminished yield of alkaloid after the tree has reached an age of about 15 years. In other localities, however, where the soil is heavier and contains less of the lava detritus, which makes the soil light in some places, deterioration sets in when the tree reaches the age of ten years, and it is in these latter sections of the island where the planters are uprooting cinchona plantations and replacing the trees with the tea shrub.

#### **The Meeting of Wholesale Druggists.**

This has been a banner year in association work. The first of the national associations in the drug trade to meet was the American Pharmaceutical Association, whose membership reached the highest point in its history and whose affairs seem to be in a thoroughly satisfactory shape. The next of the national organizations to convene was the National Association of Retail Druggists, and the memory of the Boston meeting must be fresh in the minds of our readers and, in fact, of any one connected with the drug trade, for it was the largest convocation of druggists known in the history of the world, and the convention was conducted with a unanimity of thought and enthusiasm and an earnestness unparalleled in the history of organization work in the retail drug trade. The last of the national assemblages to meet was that of the wholesale druggists, the report of whose proceedings is given elsewhere in this issue. Here, too, the number in attendance was larger than ever before in the history of the organization, while the business of the convention went forward with the earnestness, the order and the dispatch which show the effect of splendid organization and of sympathetic and careful work on the part of the committees. A perusal of the proceedings will show that the affairs of this association are conducted in an entirely different manner from those of the retail bodies, as the important work of the organization is transacted in committees and not on the floor, save in so far as ratification of the committee work is concerned. The transactions are, however, of far reaching importance and effect and bear both directly and indirectly upon every retail druggist in the United States. The prevailing spirit of absolute harmony between all three branches of the trade was the most notable feature of the business sessions. The social aspects of the meeting were most enjoyable and the entertainments provided testify to the wise forethought, good judgment and energy of the Committee of Entertainment.

#### **An Important Business Reform.**

The most important work accomplished by the National Wholesale Druggists' Association during the past year was the putting into effect of uniform sale terms of 30 days and 1 per cent. discount throughout the entire United States. This action affected practically every phase of activity of the association and was referred to in almost every report and address presented. It strengthens the hands of the Proprietary Committee in the enforcement of the rebate plan; it removes a source of

irritation and mutual distrust between the jobbers of the West and Southwest and places the business of the whole United States on such a uniform basis as to materially decrease the care and detail work of those jobbers who do a general business. As might be expected, the members were unanimous in their expressions of appreciation of the excellent work performed by Mr. Hover, the chairman of the Committee on Credits and Collections, in bringing about this much desired and valuable reform. While the change in discounts will for the moment increase the cost of certain lines of goods to the retailer it is confidently believed that a readjustment of quotations will gradually come about which will equalize this apparent increase of price and that the change will eventually benefit the retailer as well as the jobber.

#### **It's All a Matter of Taste.**

It is somewhat surprising that a man of such profound scientific attainments, of such broad experience and of such high social position as Dr. Charles F. Chandler should have displayed so gross a lack of taste as to have selected an after-dinner speech to the National Wholesale Druggists' Association as the occasion for the airing of his grievances against the retail pharmacist and the pharmaceutical press. If it be true, as Dr. Chandler says, that he has served as a teacher in the school of pharmacy for 40 years without remuneration, that fact, however praiseworthy, would have but little interest to the members of the National Wholesale Druggists' Association, who are avowedly a commercial and not a professional body. Dr. Chandler has undoubtedly been made to feel uncomfortable during the past few months, but as he has long since reached the age of accountability, and has even passed into the Oslerian chloroformic age, he could hardly expect that the retail druggists of the United States would permit him to condemn, abuse and traduce them in a wholesale fashion, and in the most public manner possible, without their feeling a certain degree of resentment, just such resentment as he evidently now feels of their criticism of him.

We think that Dr. Chandler entirely missed the mark of the criticism to which he has been subjected. So far as we are concerned, and so far as the drug trade at large is concerned, no severe criticism would have been made had Dr. Chandler appeared in opposition to the Mann bill as a chemist and representing the School of Mines of Columbia University. In such a capacity he might well have set forth such convictions as he might hold regarding the undesirability of enacting this measure. But not content with this, which would have been a perfectly legitimate attitude for him to have taken, Dr. Chandler took it upon himself to abuse the retail drug trade, to charge directly that their protestations of disinterestedness were false and that their motives were of the lowest. Having engaged in this the lowest form of criticism, if criticism it can be called, he must now take the consequences of his own folly, and he need not be surprised to find that the retail drug trade will be slow to forget the unjust stigma he endeavored to put upon it. Leaving aside all questions of justice and right, even conceding that he may have been wronged, his introduction of this subject at this time is most particularly inopportune in view of the fact that the sense of irritation against the importers of synthetic chemicals seems to have been somewhat on the wane of late, and this ill-timed and ill-tempered speech of Dr. Chandler's will tend to open a wound which showed some evidence of healing. The importers may well pray in this case to be delivered from their friends.

(Written for the American Druggist.)

## THE N. A. R. D.'S NEW MOTTO.

BY JOEL BLANC.

We have seen dignified, sedate business men when at a baseball match or political meeting whoop like Indians, jump up and down like a jack-in-a-box and in general conduct themselves like maniacs. If they are later reminded of these actions they most emphatically deny any knowledge of them; and the denial is sincere, for they have been the victims of what the alienists call the hypnotism of the mob and have been at least partly unconscious of their acts at the time of performance.

This mutual hypnotism is found in a gathering of any kind and the greater it is the greater the reaction of dissatisfaction and indifference after its influence has passed.

At our former N. A. R. D. conventions there has been a measure of this hypnotism and after its effect had passed we found that our enthusiasm would not stand a crucial analysis. The reaction brought an aftermath that in a measure at least produced dissatisfaction and doubt.

In retrospective analysis of the Boston convention, however, I find none of this hypnotic reaction and I am convinced that in making this statement I am voicing the opinion of every participant. This fact alone proves the convention to have been the best in every respect.

While it did not lack in enthusiasm there was less sensationalism in its meetings. There were fewer pyrotechnics and more reason. It was especially free from accusations and schemes of the sort that awaken the hypnotic ardor of the partisan.

There was a keen realization that, while there was much structural work to perform, a magnificent structure was already created; and as discord would certainly destroy it so was it equally certain that harmony could possess it for grand accomplishment. I was impressed that there existed a thorough realization of the fact that we could at last safely pass from an analytical to a synthetical mode of reasoning, and this, of course, demanded the passing of personal antagonisms and the birth of permanent organic harmony.

The association therefore assembled to dedicate its first finished structure and adjourned after having decided how to occupy it most effectually. The improvement in finances having, for the present at least, solved the problem of our structural maintenance, we had to decide what was to be produced and make its production most speedy and effectual.

It being conceded that this first structure is the theoretical completeness of the Direct Contract, Serial Numbering Plan, its products must be actual accomplishment from actual results through that plan. This presents a problem that I regret to say has not as yet been solved, for the following reasons: In every organization the minority has at first to do the work and provide the means. Then may come the time when the financial burden is borne by the majority. When that time arrives, and it apparently has to the N. A. R. D., the minority is relieved of this half of its burden, and under ordinary conditions can perform the duties of the other half.

Had the tripartite plan been as secure in action at law as is the contract plan, and the N. A. R. D. as financially strong and independent as it is to-day, one per cent. of its members could have done all the work and enforced the plan.

The peculiarities of the contract plan, however, confront the N. A. R. D. with a problem that no other organization has ever had to solve. The problem is that of making every member a worker. The mere individual signing of the contract, in the first place, demands this, and unless this first individual act is followed by continuous personal effort it will be impossible to put the plan into effective operation with a long line of proprietaries.

The proprietors' association (Proprietary Association of America) is of a legal necessity so constituted that its members must act in the operation of the contract plan as individuals or firms, while, on the other hand, to make the plan effective the N. A. R. D. must be able to pledge the united action of its members as individuals. The N. A. R. D. has to do separately

with each proprietor and his products, while the commercial existence of each proprietor has to do with each and every retailer. The N. A. R. D. demands from the individual proprietor that he adopt the plan and enforce it. In complying with this demand the proprietor has an equal right to demand that the retailers as individuals within their organization shall adopt the plan and enforce it. What the many ask of the one that one cannot perform unless the many comply with their portion of their own demand. We are past "Live and let live"; we are past plea and concession; we have reached the condition where all effort, all possibility of success, is expressed in one word, our new motto—Co-operation. Either proprietor or retailer may operate separately, but in equal thought and labor only can they co-operate.

This then is the task of the N. A. R. D. for the current year: To so increase its solidarity that the majority of its members will speedily sign the contracts and then as individuals, in spirit as well as in letter, live up to the plan. Having accomplished this it will next have to find a way to force the minority to do likewise. To accomplish this latter task we should strive to find some method to secure organization benefits that will be beneficial only to the organized.

I believe that to properly handle the problem here presented there should be an increase in the staff of organizers, their effort to be largely concentrated upon its solution, that the retailers who give honest effort in the practice of what they preach should have open credit therefore, and that those who do not should be made known to their fellows and rigorously disciplined or openly condemned.

That the N. A. R. D. will accomplish this I do not for a moment doubt. I believe that our leaders now realize that they have the power in their hands, that there are thousands of us in the field who will back them up in even radical action.

I believe that during the next fiscal year we will hear much less of the so called cutter; that there will be more vigorous work within the co-operative ranks of the retail, wholesale and proprietary classes; that each individual will be judged by his acts, and having been judged will be placed openly before us, with the scarlet brand or the golden band—for punishment or reward.

THE NATIONAL FORMULARY FORMULA FOR  
WARBURG'S TINCTURE.<sup>1</sup>BY C. LEWIS DIEHL,  
Louisville, Ky.

Some time during the latter years of the seventies or the first of the eighties I received, as I remember, a printed slip, evidently intended for widespread circulation, giving a brief account of Warburg's Tincture, together with, as I have every reason to believe, the authentic formula of Dr. Warburg for preparing this tincture, which had proven an almost miraculous remedy for certain forms of fever in India and for this reason had been acquired by purchase and published by the British authorities in East India. This slip was received either directly from Dr. Rice, who was then associate editor of *New Remedies* or was directed to me from the office of that journal, it having, however, always been my impression that it was received from Dr. Rice. Be this as it may, I immediately prepared some of the tincture, carefully and explicitly following the original formula in every detail, even to preparing a powder of various aromatics and drugs given as the components of the obsolete "Confectio Damocratis" required as one of the ingredients, and with equal care and fidelity recorded the formula and manipulation necessary for the preparation of the tincture and this powder in my laboratory memorandum book. This formula was followed by me in making "Warburg's Tincture" from that time to the time when I disposed of my business, and I have every reason to believe that it is so made by my successors. When in 1886, at Providence, the Committee on National Formulary made their preliminary report, on the basis of which the text of the Formulary was reported in 1888

<sup>1</sup> From the report of the chairman of the Committee on National Formulary of the American Pharmaceutical Association, submitted at the Atlantic City meeting.

at Detroit, I noted that the formula for "Tinctura Antiperiodica, Warburg," was identical with that which had been communicated by the before mentioned slip, with these exceptions: The Confectio Damocratis was replaced by powdered opium (its important constituent) in the quantity of 2 grains to the pint, and a stock tincture was directed to be made, *without aloes*, from which the regular tincture was to be prepared by the addition of aqueous extract of aloes. I did not notice, however, at the time that there was an error in the amount of extract of aloes prescribed, which was 28 grains, and should have been and doubtless was intended to be 128 grains. Dr. Rice having declined to reassume the duties of chairman of the committee after reporting the text of the completed Formulary in 1888 this office was assigned to me; but not having occasion to consult the N. F. for a formula for Warburg's Tincture, for reasons already stated, I did not become aware of the discrepancies that have since been noted by Sieker, Martindale and others (see Proceedings, 1901, 607-609), until it devolved upon the committee to revise the Formulary during 1891-1895, when I also became aware of these discrepancies—namely: The omission of the Confectio Damocratis (or of its proposed equivalent, opium) and of the chalk, the reduction of the quantities of ingredients by about 10 per cent. and the direction to use diluted alcohol, U. S. P., instead of a mixture of alcohol and water as an equivalent of the stronger proof spirit (Spiritus Tenuior) of the B. P. In the belief that these changes had been made advisedly, and in deference to the better judgment of Dr. Rice, I failed to recommend any change, although I am now by no means certain that Dr. Rice was responsible for the deviation from the formula given in the preliminary report of 1886. Since the formula has now, however, been unfavorably criticised I realize that the correction should have been made at the first revision, and this has now been effected for the present one, constructing the formula on the lines of the original formula, which comports with the one forming the basis for Mr. Martindale's criticism and also with the formula reproduced as Dr. Warburg's original formula on p. 1828 of the U. S. Dispensatory, eighteenth edition, 1899.

In conformity also with the other formulas of the N. F. the proportions have been adjusted to make 1,000 Cc. (or 32 fluid ounces) of tincture, and thus convenient for increase or reduction of quantities by multiplication or division. Opium has been added in the proportion originally suggested (2 grains to the pint), together with some black pepper, cinnamon and ginger, as suggested by Mr. Martindale, who considers it highly probable that the "Confectio Damocratis" employed by Dr. Warburg for his preparation was the Confection of Opium at the time official in the B. P. In place of the diluted alcohol a mixture of 3 volumes of alcohol and 2 volumes of water is directed, as recommended by Mr. Sieker, such a mixture fairly corresponding to Spiritus Tenuior (proof spirit), formerly official in the B. P. The lesson taught is that we cannot too closely follow the text and intent of a prescription, a matter sufficiently important in all cases if we aim to establish and preserve authoritative formulas, but of particular importance in the case under discussion because of the very extraordinary therapeutic properties and effects that were claimed for what is, in point of fact, simply a solution of quinine sulphate in that ancient nostrum, still popular among the masses on the Continent of Europe, known in the vernacular as Swedish Bitters, Jena Drops, Werner's Elixir of Life, Augsburg Essence of Life, and by the Latin titles of Elixir ad Longam Vitam, Elixir Polychrestum Lenticulus, Elixir Antipestilentialia, Elixir Spina, Tinctura Sacra and, in the older Pharmacopœias, as Tincture Aloe Composita.

#### Table of Changes in the Pharmacopœia.

A useful table showing the important changes in the strength of preparations of the eighth revision of the U. S. Pharmacopœia, as compared with the 1890 Pharmacopœia, has been prepared by the H. K. Mulford Company, Philadelphia, which advises us that it will be glad to send a copy to any of our readers who may make application.

(Written for the American Druggist.)

#### PERMANENT OINTMENT OF RED MERCURIC OXIDE.

BY OTTO RAUBENHEIMER, PH.G.

Brooklyn, N. Y.

Many druggists have experienced annoyance on account of the instability of the ointment of red mercuric oxide. We prepare a quantity and in a few days or a month, when we have occasion to use it, we find the upper part gray or black and are obliged to throw it away. In order to obtain information on this subject I presented a query at the 1904 meeting (A. Ph. A. Proceedings, vol. 52, p. 255), "How May Ung. Hydrarg. Oxid. Rub. be prepared so it will keep a nice red color?" Unfortunately this query remained unanswered, so I made experiments myself and in October, 1904, succeeded with the following formula:

Red mercuric oxide, in very fine powder...10 Gm.  
Castor oil..... 5 Gm.  
Petrolatum .....85 Gm.

Triturate the red mercuric oxide with the castor oil until a perfectly smooth mixture results, then gradually incorporate the petrolatum and mix thoroughly.

For preparing this ointment I use a glass mortar and pestle and a horn spatula. Never use a steel spatula, as the iron will reduce the mercuric oxide to metallic mercury, thus causing the gray or black color.

Put the finished ointment into the jar, smooth the top of the ointment and cover with about 1 inch of water. Whenever you have occasion to use the ointment take it evenly off the top with a horn or rubber spatula and smooth it out again. Never dig any holes into the ointment or leave any ointment around the top of the jar by wiping the spatula thereon. I, by the way, make this a point with all my ointments.

It is not necessary to change the inch of water on top of the ointment. The water keeps the air away.

I have a jar of this ointment on hand which is almost a year old, prepared in October, 1904, and which has not changed since in the least.

(Written for the American Druggist.)

#### A NOTE ON SYRUP OF HYDRIODIC ACID.

BY EDWARD KLEINE, PHAR.D.

Brooklyn, N. Y.

Peculiar incidents occur during the compounding of prescriptions and, seriously speaking, grave dangers are often averted by the application of a small amount of practical sense. I had occasion the other day to note a prescription that appeared as harmless as a kitten, but which proved on further acquaintance to be an anarchist in disguise. It read:

B. Syr. acid hydriodic } aa.....3ij  
Aque destillata.... }  
Mx. et sig.: 3ij four times daily.

Dr. ....

I examined my stock of syrup of hydriodic acid and found it to be in excellent condition. Its color, consistency, specific gravity, taste, etc., conformed with the United States Pharmacopœia specifications. Looking at the date of its manufacture, I noticed that it had been prepared just one year ago. I had always kept it in 2-ounce well stoppered vials in a cool place; this time of the year in the refrigerator. Having prepared it and tested its strength myself I knew it to be up to the proper requirements. I removed a vial from the refrigerator and proceeded to fill the prescription in the usual manner, by placing 2 ounces of the syrup in a 4-ounce vial and adding the requisite amount of water. Upon mixing the two solutions the resulting solution was of a deep yellow coloration. I was amazed and immediately applied the starch test for iodine, and ascertained that this coloration was due to the liberation of a large quantity of free iodine. Thinking that by mistake some-



thing had been accidentally added to the distilled water, I applied the tests and found no impurities in the water to cause this untoward reaction. Not feeling entirely satisfied, I prepared the mixture again, with the same result. Upon reflection I realized what had taken place and applied the remedy. The syrup of hydriodic acid had been taken from the refrigerator at almost a freezing temperature, while the water had been kept on the prescription case at the temperature of the store, about 80 degrees. This caused all the annoyance. Now for the remedy. I simply placed 2 ounces of distilled water in a vial on the ice and allowed it to remain there until its temperature equaled that of the syrup. I then mixed the two and the result was a perfect solution without the least indication of the liberation of free iodine.

*Note.*—This occurred before the issue of the 1900 U. S. P., the standard taken being that of the 1890 U. S. P.

## ELIXIR OF THYME WITH BROMIDES AND ATROPINE.<sup>1</sup>

By M. I. WILBERT,

Apothecary at the German Hospital, Philadelphia, Pa.

Thyme has long been in use either as a household remedy or as a condiment. In recent years the herb itself has had little or no use in regular medicine, though the volatile oil and the stearopten derived from it have been used quite extensively. The ancients appear to have used the herb much more frequently. Dioscorides devotes a considerable amount of space to a dissertation on the medicinal properties of the several varieties of thyme, and among other symptoms or diseases treated says that it was used with much success as a remedy for coughs. While it has been generally admitted that thyme had antiseptic, antispasmodic, expectorant, sedative and tonic properties, little or no practical application of these several properties of the herb itself was made until about five or six years ago, when a German proprietary preparation, ostensibly a syrup made from a mixture of garden thyme and wild thyme, was put on the market as a specific in pertussis, or whooping cough. More recently the German Apotheker Verein published a formula for a compound syrup of thyme, containing in addition to thyme and wild thyme a mixture of bromide of potassium, bromide of sodium and bromide of ammonium. The preparation itself was directed to be made from the fluid extract of *thymus vulgaris* and the fluid extract of *thymus serpyllum*. The resulting mixture, in addition to being unsightly, did not appear to represent the active constituents of thyme as well as the proprietary preparation which is now being exploited in this country.

Being desirous of furnishing something that would meet the demands of the physicians in charge of the out-patient department of the Children's Hospital better than the preparation made from the fluid extracts, we devised, and for nearly a year have used, the following formula for an elixir of thyme with bromides and atropine:

|                        |      |
|------------------------|------|
| Thyme .....            | 50   |
| Wild thyme.....        | 50   |
| Potassium bromide..... | 8    |
| Sodium bromide.....    | 8    |
| Ammonium bromide.....  | 4    |
| Atropine sulphate..... | 0.02 |
| Sugar .....            | 200  |
| Alcohol .....          | 20   |
| Water .....            | 80   |

The mixed drugs, in moderately fine powder, are moistened with 150 Cc. of the menstruum and allowed to stand in a closely covered dish for 24 hours. The moist powder, after being thoroughly well stirred and mixed, is then packed moderately tight in a glass percolator, and sufficient of the menstruum is then allowed to percolate through it to measure about 750 Cc. In this percolate the atropine sulphate and the bromides of potassium, sodium and ammonium are dissolved. The resulting solution is then allowed to percolate through the sugar, previously placed in a glass percolator, and sufficient additional percolate from the thyme mixture is subsequently added to make the total quantity of the resulting preparation 1,000 Cc.

Each teaspoonful (5 Cc.) represents a total of 0.10 of the mixed bromides and 0.0001 of atropine sulphate, and is accepted as the usual dose for a child 10 or 12 years of age.

The resulting mixture is slightly, not unpleasant to the taste, has given satisfactory results in a large number of cases and is well worth bringing to the attention of an added number of physicians.

## India Rubber—Its Origin and Preparation.<sup>1</sup>

One of the most interesting and important side lines in pharmacy is undoubtedly india rubber. It is used in numerous and varied forms, as tubes, teats, bandages, portable urinals, molded rubber (stoppers, enemas, etc.), coated textiles (elastic stockings and webbing), coated goods (water proof sheets, etc.) and hardened rubber, or ebonite (fittings for pulverizators, funnels for acids, physical instruments, etc.).

The origin of the raw rubber as well as the methods of preparation has an important bearing on the quality of the finished article. The rubber is a latex extracted from plants belonging almost exclusively to four typical families of perfect laticiferae—the euphorbiaceae, artocarpaceae, apocynaceae and asclepiadaceae. The rubber plant is confined to the tropical zone.

Asiatic rubber mostly comes from trees of the artocarpaceae family. In Indo-China the *ficus elastica* was long the great source of rubber, which was principally exported from Burmah and Assam. The Sunda Islands rubber is obtained from apocynaceae of the *urceola* and *paramelra* genera.

African rubber (Soudan, Senegal, Congo, Mozambique) is almost exclusively furnished by creepers of the *landolphia* genus (apocynaceae) and by plants of the *clitandia* and *carpodinus* families. In the early days of the French occupation Madagascar supplied excellent rubber (mostly from the *euphorbia elastica*), but the natives finding its sale remunerative cut down the trees so mercilessly that they thus destroyed this source of riches for long years.

But though much rubber comes from Asia and Africa, America heads the list. The best rubber is the "Para" from the Amazon region, produced by a *euphorbia* of the *hevea* genus. The cargoes of rubber brought down stream through the immense plains are concentrated at Para, and especially at Manaus.

In Southern Brazil the *hancornia speciosa* (an apocynaceae) produces the "ceara" rubber, while the rubber produced in Colombia and Central America by from two or three species of artocarpaceae (genus *castilloa*) is termed "Carthagena," "Honduras" or "Costa Rica," according to country of origin.

The extraction of the latex from the india rubber plant is usually effected by cutting oblique gashes in the trees, these gashes converging in a central incision, under which an earthen ware, or metal, receptacle is placed.

The coagulation of the latex is obtained by various operations—evaporation, smoking and sometimes by the addition of diluted sulphuric acid, salt water, lemon juice or herb saps. The smoking process is undoubtedly the best, as it introduces a certain quantity of pyroligneous acid into the rubber, which materially facilitates its preservation. This method of coagulation is adopted for Para rubber. The rubber collector lights a fire of green wood at the foot of the incised tree, plunges a rough wooden spade or palette into the receptacle containing the latex and exposes it to the smoke till it coagulates. He then redips his palette and dries another spadeful, and so on till the coat of rubber attains the desired thickness. The concentric circles corresponding to these successive coagulations may easily be perceived in a section of Para rubber. The wooden mold is stripped off by cutting a gash down one side. The raw rubber is shipped to Europe. Liverpool is the leading port; Hamburg, Antwerp, Havre and Bordeaux follow in the order given. The rubber is discharged in agglomerated masses of a varying purity and cannot be used in this state.

The first process is to steep the balls, or masses, for 24 hours in alkaline lessive, which softens the rubber and renders it more adherent. It is then cut up by knives fixed on cylinders, between which the soft mass of rubber passes, and is thus divided into small fragments, while a stream of hot water carries off the extraneous matter—sand, wood, etc. The fragments are gathered into packets, rolled till they adhere well together and then compressed into blocks and placed in cold storage. Thus hardened they are easily cut by machine saws into sheets of various thicknesses, according to the use for which they are intended—tubes, teats, bandages, etc.

<sup>1</sup> Read at the fifty-third annual meeting of the American Pharmaceutical Association, held at Atlantic City, N. J., September, 1905.

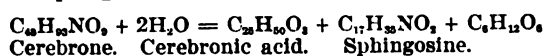
<sup>1</sup> Abridged from the French of Georges Metzger.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**Datura Alkaloids.**—Ernst Schmidt (*Apotheker Zeitung*, 1905, 669) has made an examination of the seeds of *Datura fastuosa*. From the blue flowers he has isolated scopolamine, hyoscyamine, and tropine, and from the white flowers scopolamine and hyoscyamine.

**Cerebrone.**—Thierfelder (*Journal de Pharmacie*, 1905, 179) has extracted from the brain-substance a crystalline body which he has named cerebrone. It is a kind of glucoside, as on hydrolysis it yields a new acid, galactose, and an alkaloid which is termed sphingosine. The reaction is as follows:



**Scopolamine as an Anaesthetic.**—Scopolamine, which has hitherto been known as a mydriatic and sedative, can be usefully employed it is now stated (*Med. Press*) for general anaesthesia. Terrier, of Paris, reports that it can be given, preferably in association with morphine, so as to produce insensibility lasting as long as nine hours. The patient during this time appears to be in a profound sleep, but though he can be roused by shaking and shouting, complete insensibility to pain exists. When the effect wears off he wakes as from sleep, has no knowledge of what has occurred—even if an operation has been performed in the interim—and is free from all adverse symptoms. The appetite is unimpaired and he can enjoy food. The best method of administration is by hypodermic injection in combination with morphine. One milligramme is injected with a centigramme of morphine four hours before the operation, another similar injection is given two hours later and a third after one hour more. The only drawback to this ideal method of inducing anaesthesia is that the drug is not always successful, and profuse sweating sometimes follows its use.

**The Impurities in Bismuth Subnitrate.**—Crouzel (*Répertoire de Pharmacie*, August 12, 1905) contributes a note on the impurities of bismuth subnitrate which give rise to the evolution of ammonia, which is produced when a mixture of bismuth of nitrate and calcined magnesias is triturated. He explains this phenomenon by the fact that the magnesias sets free the ammonium of the ammonium nitrate, which is found as an impurity in bismuth subnitrate. When this reaction occurs it shows that the bismuth salt is not pure and that it contains ammonia, which has been used in its preparation contrary to the formula of the Codex. It shows also that the precipitate obtained in its preparation was insufficiently washed, inasmuch as a certain amount of ammonium nitrate which has been formed in the process was retained by the salts. Naturally, the presence of the ammoniacal salts in the bismuth subnitrate may have serious disadvantages in the medicinal effects of the salt, in the form of irritation of the stomach and intestine. Another point brought out by Crouzel is that the mixture of calcined magnesias with bismuth subnitrate is contrary to the rules of prescribing, for the reason that the two constituents have an opposite reaction, alkaline and acid; each, therefore, should be given alone, and not both together.

**Urocitral.**—A German chemical house has brought out under the name of "urocitral" a so-called combination of theobromine and of sodium citrate. This is a mixture resembling agurin, which is obtained by adding sodium to theobromine in the presence of sodium citrate. It is a white powder, soluble in water, with a salty and bitter taste, which contains 45 per cent. of theobromine. It is recommended as a diuretic, and offers an advantage over diuretin in that it does not contain any salicylic acid. The dose varies from 0.50 to 1 gramme, in wafers or in solution. The remedy must not be mixed with liquid acids (*Apotheker Zeitung*, 1903, p. 333).

**Detection of Croton Oil in Castor Oil.**—Mazzuchelli (*Archiv. farmac. speriment.*, 1905, p. 223) says that, contrary to the assertions of various authors, petroleum ether does dissolve castor oil. The fact that the castor oil is partially soluble in petroleum ether can be utilized for the purpose of detecting croton oil when mixed with the former. Castor oil obtained by extracting a commercial oil with petroleum ether has an index of saponification lower by five units than that of the crude oil. On adding croton oil to this refined castor oil the index rises, but the refraction index is lowered. By means of these tests practiced upon the oil obtained by the evaporation of the ether of petroleum used in the extraction, it is possible to detect such small amounts as 2 per cent. of croton oil in castor oil.

**How to Sterilize Solutions of Stovaine.**—Since stovaine has been introduced as a substitute for cocaine in local anaesthesia various attempts have been made to produce a strictly sterile solution of the former. The experiments of Dufour and Ribaut have shown that, contrary to what has been announced formerly, stovaine is changed by a temperature not exceeding 100 degrees C., and in bottles containing very little alkali in the composition of the glass. The higher the temperature and the more alkaline the glass the greater the change produced in the solution of stovaine. In comparison with cocaine and in the same conditions of temperature and of alkalinity of the glass, stovaine is more resistant to the changes of the temperature. Practically the changes that go on are of no importance so far as the quantity of active stovaine is concerned when the temperature does not exceed 115 degrees and when the bottles are but slightly alkaline. (*Répertoire de Pharmacie*, August 10, p. 343.)

**Treatment of Constipation in Infants.**—A good formula for a mild laxative for children which is inexpensive and efficient is as follows:

|                               |         |
|-------------------------------|---------|
| Boiling water .....           | 200 Gm. |
| Manna, in tears .....         | 30 Gm.  |
| Senna leaves .....            | 4 Gm.   |
| Powdered roasted coffee ..... | 10 Gm.  |

Strain, and give the child this potion during the day.

**Injury to the Eyes from Dyeing the Hair.**—Many of the hair dyes in common use contain substances which, if they enter the eye, would produce serious damage and certainly would result in considerable discomfort. One advantage about peroxide, which is so generally used to bleach the hair and to produce the various blond tints that are so desired by some women with hair of an uncertain color, is that while it is injurious to the hair and eventually stunts its growth and makes the hair fall out, yet in the eye it is not harmful, nor does the use of peroxide of hydrogen affect the general health in any way. In this sense, then, peroxide is better than the numerous injurious metallic and organic dyes used. Of the aniline dyes used for coloring the hair, some produce an annoying irritation of the skin, not only of the scalp, but about the face and eyelids. One of the aniline products in particular, paraphenylenediamine, which is used in hair dyes, is especially to be avoided, inasmuch as its use produces at times serious signs of poisoning. In this connection it may be mentioned that the same product, when used in the dyes of stockings, has undoubtedly produced cases of poisoning, including skin irritation, eczemas, vomiting and paralyses of the limbs.

A recent article in a French magazine (*Science, Art, Nature*) by Berger relates the story of a young and healthy woman who had been in the habit of dyeing her hair with an aniline product. After a time she developed disturbances of vision in her left eye, together with severe headaches. On examining her, the author found all the characteristic signs of visual disturbance from aniline poisoning, and on ceasing to use the dye she gradually recovered.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

**An Explosive Nitric Acid Mixture.**—W. J. W. writes: "I send the copy of a recipe which I was unable to compound. I tried to mix it on three different occasions, but failed, as an explosion took place each time. Can you inform me how it may be satisfactorily compounded? The prescription was written by a German veterinary surgeon."

The recipe:

Nitric acid, C. P.  
Alcohol,  
Turpentine, of each ..... 1 oz.

This is a variant on the old black liniment, though the ingredients and their proportions differ. Linimentum nigrum, it will be remembered, is an eclectic preparation consisting of olive oil, sulphuric acid and oil of turpentine. The proper method of mixing these ingredients is to add the sulphuric acid to the olive oil, followed by the turpentine.

The recipe submitted to us by W. J. W. is interesting, because it is capable of making more than a liniment. If the turpentine is first decomposed by the cautious addition of the nitric acid, followed by the alcohol, terpin hydrate will undoubtedly be formed, especially if the ordinary alcohol of the drug store is used. We have experimented and made trial mixtures from the recipe submitted by our correspondent without having any trouble from explosions. The proper method of procedure is to add the nitric acid in small portions and slowly to the oil of turpentine contained in a porcelain evaporating dish, using a stirring rod to effect a mixture. The alcohol is then added in the same careful way, and the whole allowed to stand a little time before being bottled.

**Elixir Iron, Quinine and Strychnine.**—W. E. C.—Premising that it is the elixir of iron, quinine and strychnine phosphates for which our correspondent desires a formula, we would point out to him that this elixir is official in the United States Pharmacopœia, eighth revision, and when this elixir is ordered on prescriptions none other but the pharmacopœial preparation should be dispensed. If a different formula is wanted our correspondent should so inform us.

**Antiepileptic Mixture.**—W. E. C.—Mixtures for the treatment of epilepsy are as numerous as they are varied. The mixture most esteemed in institutions where the disease is largely treated consists of a solution of the mixed bromide salts combined with a mild tonic. The following is widely known as

*Brown Séquard's Mixture.*

|                         |          |              |
|-------------------------|----------|--------------|
| Sodii bromidi           | }        | ââ.....3iij  |
| Potass. bromidi         |          |              |
| Ammon. bromidi          |          |              |
| Potass. iodid.          | }        | ââ.....3iiss |
| Ammonii iodid.          |          |              |
| Ammonii carbonatis..... |          |              |
| Tinct. calumbæ.....     | f. 3iiss |              |
| Aquæ, q. s. ad.....     | f. 3viij |              |

Dissolve.

Dose: 1½ fluid drachms before meals and 3 fluid drachms at bedtime.

A mixture employed with encouraging results at the City Hospital for the Insane contained the following ingredients:

|                           |          |
|---------------------------|----------|
| Nicollii bromidi.....     | gr. ivss |
| Tinct. belladonnæ.....    | ℥iij     |
| Tinct. physostigmati..... | ℥v       |
| Syrup aurantii.....       | ℥xv      |
| Aquæ.....                 | ad. 3i   |

**Barber's Menthol Lotion.**—J. H. S. asks for the formula of "the menthol lotion used by barbers."

This may be easily prepared by the addition of a very small amount of an alcoholic solution of menthol to any emollient cream made from either starch, tragacanth or a mucilaginous seed like quince.

**Bead Oil.**—W. E. C.—This preparation, which is used, as its name implies, for developing in whisky and similar liquids

the peculiar beady drops which float upon the surface of the liquor and adhere to the sides of the glass, is made by rubbing together in a mortar equal parts of almond oil and sulphuric acid until a perfect combination results, when about 20 ounces of strong alcohol is added to form the "bead oil." Two or three ounces of the compound are added to a barrel of whisky.

**Baking Powders.**—J. A. W. writes: "Kindly publish in your next issue several good formulas for baking powder."

The best baking powders consist essentially of mixtures of tartaric acid and sodium bicarbonate, combined with rice flour or wheat and starch. The following are typical formulas:

I.

|  |             |
|--|-------------|
| Tartaric acid, powdered and dried..... | 1 lb.       |
| Sodium bicarbonate, dried.....         | 1 lb. 5 oz. |
| Rice flour.....                        | 3 lbs.      |

Mix.

II.

|                         |        |
|-------------------------|--------|
| Cream of tartar.....    | 2 lbs. |
| Sodium bicarbonate..... | 1 lb.  |
| Wheaten starch.....     | 1 lb.  |

Mix.

One teaspoonful of either to 1 pound of flour.

III.

|                         |         |
|-------------------------|---------|
| Tartaric acid.....      | 12 ozs. |
| Sodium bicarbonate..... | 1 lb.   |
| Rice flour.....         | 4¼ lbs. |

Dry the acid and sodium bicarbonate thoroughly, then powder and mix separately with half of the rice flour in each case. Finally mix together and pass through a sieve.

IV.

|                         |          |
|-------------------------|----------|
| Cream of tartar.....    | 7 parts. |
| Sodium bicarbonate..... | 3 parts. |

To this 2 parts of starch are added and the material, which must have been previously carefully dried, is thoroughly mixed by sifting.

**"Pharmaceutical Formulas" and the Dispensatories.**—F. J. T. writes: "Can you tell me who publishes MacEwan's 'Pharmaceutical Formulas' and, if not too much trouble, the price? How is one to tell whether to buy the United States or the National Dispensatory? I want to get one, but don't know which to choose. Perhaps I would better get both and then I should have no choice."

"Pharmaceutical Formulas" is kept on sale in this country by McKesson & Robbins, 91 Fulton street, New York, who will send it, postpaid, for \$2.50.

Our correspondent is a doctor of medicine and may be a practicing pharmacist, since he subscribes for the *AMERICAN DRUGGIST*. As a physician he would probably find the *National Dispensatory* of most use to him, because the therapeutical part of the book is fuller, if anything, than that of the *U. S. Dispensatory*. The latter book has always been more of a favorite with pharmacists than the former.

**Parlor Magic.**—H. S. writes: "Kindly publish in your next issue in *Queries and Answers* department the name of some brochure or book containing formulas for chemical parlor entertainments. I have had a few inquiries from people who desire to entertain their young guests and purchase the chemicals from me, and while I am posted on a number of them I wish to have this line more complete."

One of the most useful books for a pharmacist is that published by the *Chemist and Druggist*, of London, under the title "Scientific Mysteries." Copious extracts from this work were reprinted in the *AMERICAN DRUGGIST* for December 25, 1895, p. 373.

A more comprehensive work, including stage illusions and trick photography, is published by Munn & Co., 361 Broadway, New York, under the title "Magic." It is a book of 568 pages, with numerous illustrations, sold at \$2.50.

## Correspondence.

### Tincture of Nux Vomica Reduced in Strength.

To the Editor:

Sir,—In the article on the new Pharmacopœia appearing in the *AMERICAN DRUGGIST* for August 14, pp. 63-65, you print a table of pharmacopœial preparations the strength of which has been decreased.

This table should include tincture of nux vomica, which is now but one-half its former strength, as a comparison of the assay requirements will show.

The amount of extract directed in the U. S. P. formula remains unchanged, but the extract of nux vomica of the present eighth revision represents but five times its weight of standard drug, while the extract of the U. S. P. of 1890 represented ten times its weight of the drug.

I have not seen this fact mentioned in any of the reviews which have come under my observation; in fact, I have seen it stated that tincture of nux vomica is not altered by the new revision. (See list issued by the Western Pennsylvania Retail Druggists' Association, reproduced on page 83 of the *AMERICAN DRUGGIST* for August 14.)

As this tincture is of considerable importance, I think the attention of pharmacists should be directed to the change.

J. B. TIMMER, Chemist,  
HAZELTINE & PERKINS DRUG COMPANY.

### Public Conveniences in Pharmacies.

To the Editor:

Sir,—Might I, as an outsider and a foreigner, be allowed to suggest the reason why the drug store is selected in America as a public convenience rather than the grocer's or any other business establishment, as this seems to puzzle many of your correspondents?

My experience in Europe is that the pharmacist is the most intelligent and obliging man who "keeps open shop." In European cities I find petty tradesmen often ill-informed, and the better educated classes who live in private houses unattainable. So when I want information I drop into a pharmacy. The proprietor or his clerk is always civil and almost invariably gives me the direction I have vainly sought elsewhere.

Then, again, his store is always open—he keeps terribly long hours everywhere and there is usually one within easy reach when required. The only question is whether a skilled "laborer is worthy of his hire." Here stamps are sold in all the tobacco shops; like the pharmacies, they close late and are very numerous. But I understand they get a small percentage by buying wholesale. Why does not the United States Government accord terms to those who buy and thus guarantee a public service after post office closing hours? Or rather, why does not the N. A. R. D., or some such body, agitate for it?

For telephones, a slot seems the only remedy. But as to directories, surely it is no great trouble to keep one lying open on a small desk, chained or fastened to prevent robbery and within the clerk's sight to prevent mutilation. One finds them thus in banks and even railway depots in Paris. I believe the publishers supply them free as an advertisement—another hint for a druggists' combine. Yours faithfully,

ANGLO-PARISIAN.

### Real Appreciation.

I desire to compliment you upon the enterprise shown in the prompt and complete report of the Boston meeting of the N. A. R. D. You have been kind enough to send me, from time to time, sample copies of your publication. I was particularly pleased with your last number. I am now a subscriber to several publications in the interest of pharmacy. I am sure yours will be of interest to me, notwithstanding the fact that my list of periodicals is large. It is a matter of vital interest to every pharmacist to keep in touch with the "spirit of the times." This can only be accomplished by reading the current literature.

D. J. THOMAS.

SCRANTON, PA., September 29, 1905.



*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N.Y.*

### HOW TO IMPROVE ONE'S ADVERTISING.

While the conditions surrounding the retail drug business in England, where the druggist is popularly known as the "chemist," are vastly different from those surrounding the business in the United States there is still a sufficient degree of similarity to make the following paper on advertising interesting to American as well as to English druggists. Even where the conditions are at total variance the points of difference will prove of interest. Hence we reproduce the article from the columns of the *London Chemist and Druggist* in its entirety.

There is only one test which can safely be applied to advertising, and this test is the question, Has it paid? Advertising experts and the contributors to technical magazines of advertising may set up standards of correct publicity and canons of advertising criticism, but the real test is as above.

The first step in the business of improving one's advertising is to ascertain whether it is in need of improvement, and the up-to-date chemist cannot be too speedy in informing himself on this point if he wishes to get a just return for the moneys spent by him in what is always apt to be rather an expensive department. Obviously it would be rather a risky expedient to "pull out" and wait to see whether business falls off. We may love our professional neighbor as ourselves, and the brotherly affection which (as is well known) unites all pharmacists in one great family bond will warm with satisfaction at the sight of the other fellow's prosperity; but neither neighborly love nor professional solidarity can fill the vacuum left behind by vanished trade. Moreover, it is much easier to lose business to a rival than to regain it. Hence the pulling-out method will not do. On the other hand, to increase our existing advertisements and to watch to see whether trade will correspondingly grow is, if a less hazardous device, still one not without risk. There remains the alternative of introducing into our existing advertisements something which will afford a test of their efficiency.

Evidently the man who has never departed from the old-fashioned class of chemist's advertisement—the kind which makes no secret of the fact that Mr. Squill, "Chemist by Examination," faithfully prepares prescriptions; medicines may be obtained at all hours by ringing the bell; mineral waters supplied to families—cannot tell with certainty whether his advertising pays him or not. Most likely he would do just as much business if he never invaded the columns of the local paper at all. But we may for the moment neglect this class of advertiser because in any event he is not likely to be worrying himself very much with the subject to which the present article is devoted—namely, the possible improvement of advertising.

The more progressive and less reserved advertiser probably takes the newspaper reading public a little more into his confidence. Most likely he mentions some staple lines of his business. Very possibly, having been instigated thereto by the suggestions from time to time promulgated by the *Chemist and Druggist*, he afflicts the local newspaper with a constantly changing series of little chatty advertisements carefully written and displayed. The local paper would probably like it a good deal better if he would get into a rut and run the same

copy from January to December; but we do not advertise solely to benefit the local newspaper industry. This type of advertiser can very easily inform himself—if, indeed he is not continually and systematically being informed—by the calls on his stock as to the efficiency of his advertising. He can, for instance, look over the stock and consult his own consciousness in order to ascertain whether there is not some new line—something needed, yet not very constantly asked for; or something which he can offer at a reduction on the usual price; in any event, something which he has not been recently advertising—out of which a special appeal can be extracted. An advertisement devoted to such a line will very soon show him whether his advertising is being read and if not it is high time that he should take counsel with himself wherein his advertising has been at fault and in what respects it might be improved.

Incidentally it may be mentioned that an experimental line like this has often turned out an unexpected success, and a chemist with ingenuity in his composition and a little time on his hands might easily find worse uses for both than to try a series of experiments on advertising out of the way things, with the conscious notion of trying whether some one thing will catch hold of public favor and prove worthy of continuous publicity. An acquaintance of the present writer in one of the colonies had a small but steady sale for a little proprietary line, which he used to import from the United States in bulk, packing and wrapping it locally. Being a careful pharmacist he used to test a sample from each batch to assure himself that it was made according to formula, and one fine day when he had already packed a gross or so of the last parcel received he found to his dismay that his manufacturers had put up a totally different formula from what they had been giving him aforesaid. Not only this, but the medicinal effects of the new preparation were calculated to be diametrically opposite to what was intended to be produced by his old recipe.

Of course it was open to him to ship the lot back and charge his manufacturers with the freight and duty. But, being a man of resource, he contented himself with cabling to them for a fresh supply of the old stuff, explaining the error; and having invented a name for the medicament sent him in error he tried the effect of advertising it in one or two colonial papers. To his great astonishment the demand for it was strong and steadily maintained. Within a month it had far outstripped the demand for his old steady going article, and long before that month had elapsed he was cabling for fresh supplies of the "wrong" formula. Nor is this all. His advertising was extended all over the colony, and he eventually sold his business there and brought the new "accidental" medicine to Europe, where it now ranks as certainly one of the best known proprietary articles. The manufacturers in America had to pay for a pretty long cable explaining their mistake, and you do not cable from the colonies at 12 words for sixpence, as the "Postal Guide" will show any reader who is curious about the matter; but they never complained of the expense.

In the same way a line selected for experimental advertising might give totally unexpected results; the happy advertiser would then know that he had struck a small gold mine. And it is one of the most fortunate characteristics of advertising, one of the things which lends to that pursuit its fascinating attractiveness, that a happily conceived advertisement is perfectly capable of creating an entirely new want. The bulk of mankind may live from year's end to year's end without ever feeling the need for something which a few people use with satisfaction. But if the thing is once advertised every one wants it: a new want has been created, a new demand has been called into existence. And in that event some one generally get rich.

Hence to any man of enterprise the device of testing the effectiveness of his current publicity by introducing a novelty in it presents considerable attractions; and even in the worst case—since we cannot all expect to bask in fortune's exceptional smiles—the test may save a good deal of money that is being lost, or point the way to making a good deal that is being missed. It is to be remarked that in the extraordinary case of

unpremeditated success above related the advertiser hit upon a particularly clever trademark name; and many great successes have originated in this cause. The first man who thought of calling an effervescent saline "Fruit Salt," or of applying to a pudding powder the words "Custard without eggs," hit upon a claim eminently calculated to lead to success. The success of these advertisers might easily have been predicted. Those who wish to build up a big achievement from a small beginning must endeavor to show a cognate ingenuity. And they will need something more than ingenuity—namely, judgment. It is not enough to be able to invent a good name; one must have judgment to recognize a good name when invented. When we do this we may be agreeably surprised by our "test." On the other hand, of the test fails to give a result we must proceed to interrogate the circumstances in order to ascertain where the fault lies.

#### Clipped from Current Advertising.

#### Saturday Is Last Opportunity

Combination Hot Water Bottle and Fountain Syringe. We sell them every day for \$1.25. They have three hard-rubber tips, and we guarantee them not to leak. Equipped with patent stop valve. Monday for \$1.  
Fountain Pen—A beauty and very durable. You couldn't find a bigger value or a more useful article. Buy one Monday, \$1.

*In This Ad the Syringe Appears Mightier Than the Pen. An Incompatible Ad—Pens and Syringes.*

#### The Time Has Gone

For stocking up with fall drug store supplies—brushes, toilet articles, combs, household medicines, family medicines, sick room and invalid requisites and all of the other things which we usually carry. Whenever you are in need of anything from a drug store we shall be pleased to satisfy you. Welcome, step in. All cars start from

*The printer's error in this head line is an excusable one. The last word was "Come" in the original copy, but the ad was published in late November.*

#### Don't Hack and Cough Your Life Away

The Only Cough Medicine That can be taken by children. That can be taken by everybody. That can be depended on. That does cure coughs. That does cure colds. That does cure sore throat. Sykes' Chlorodyne. 25c a bottle.

*The short sentence style makes a good ad when well done; this is not.*

#### Simmons' Cold Cream

This preparation has all the merits that a true Cold Cream should have—not only softening the skin, but possessing healing properties as well. 25c per box.

*Cold Cream is a Good Paying Specialty, with No End of Strong Talking Points.*

#### C. C. Smith's Liquid Cold Cream

A most delightful toilet preparation that is in season all the year round is C. C. Smith's Liquid Cold Cream, which is as useful for removing tan in the summer as for softening and smoothing the skin of the face and hands in winter. It is delicately scented and tastefully put up, but, best of all, it is an article of real merit that every woman should use regularly. Men, too, for that matter, for it is excellent to put on the face after shaving. In addition to the use just mentioned. A large bottle for 10 cents.

*Good Argument—Bad Syntax.*

#### About One in Ten

Of the people you pass have a cold. The nine people have probably taken Bradner's Lung Balsam and been cured. Now we are after that tenth person and want to cure his cold. Are you the one? Bradner's Lung Balsam is different from most cough medicine, as it does not contain any powerful sleep-producing drug. It's a pleasant compound that acts upon the lungs and bronchial tubes and subdues the inflammation. For sale here only, price 25c. Porous Plasters, 10c, 3 for 25c. Mustard Leaves, 3 for 10c.

*A Sensible Cough Cure Argument.*

#### People Who Use Soap

Try our White Rose Castile. If it pleases you, tell your friends. If not, tell us. ARCADE PHARMACY, Julia E. Emanuel, 115 W. Berry St. Phone 485.

*"People Who Use Soap?" Is it Possible that There's a Doubt About it in Your Mind, Miss Emanuel?*

#### Wilser's Corn Solvent

Price 25c. Enough for a whole crop of corns. Pure drugs. WILSER'S DRUG STORE, J. M. S. Wilser, Proprietor.

*Why Not Tell Us What Sort of Corn Preparation This and How Effectively it Works.*



# National Wholesale Druggists' Association

THIRTY-FIRST ANNUAL MEETING

NEW YORK CITY, OCTOBER 3, 4, 5 and 6, 1905

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THE salient feature of the thirty-first annual meeting of the National Wholesale Druggists' Association was the evidence of complete harmony between all three branches of the trade. The delegates from the other branches of the trade had no grievances to air, no wrongs to right, no complaints to lodge. The retailers sounded a note of warning against the dangers lurking in the growing mail order business, a danger as great for the jobber as for the retailer. The N. A. R. D. delegates also brought to the notice of the jobbers the evils involved in the sale by jobbers of goods to grocers, and the N. W. D. A. was prompt to condemn this practice. The reaffirmation by the jobbers of allegiance to the Direct Contract Serial Numbering Plan will



THE HOTEL ASTOR.

be welcome, though not unexpected, news to the retail trade. The introduction of uniform terms and discounts, while not affecting the retailers, except in certain sections, will be of advantage in placing the contract and rebate goods on a definite basis, while the unification of terms and discounts will be of very great advantage to the jobbers who do a general business. The social features of the meeting were rendered particularly enjoyable by a week of delightful weather, neither too warm nor too cool, and the fact that the entertainments were appreciated to the full was indicated by the large attendance present at the various social functions of the week. The details of the entertainment features, as well as the business sections, are included in the extended account of the convention which follows.

## THE PROCEEDINGS, FIRST SITTING.

### *Tuesday Morning:*

The first sitting of the annual meeting of the National Wholesale Druggists' Association was opened in the small ballroom on the eighth floor of the Hotel Astor at 11 o'clock on Tuesday morning by the president, M. Cary Peter, of Louisville, Ky., who introduced Thomas P. Cook, chairman of the Committee on Entertainment. Mr. Cook said that the programme of entertainment laid before the members really constituted the report of the committee. He had to apologize for the absence of the gentleman (District Attorney Jerome) who was to have presented an official welcome to the meeting. He requested the members to be prompt in their attendance at the various entertainments, as a little delay might sometimes entail very serious inconvenience.

### DELEGATES WELCOMED.

The secretary stated that credentials had been received from the National Association of Retail Druggists naming the following delegates from that body: J. C. Gallagher, of Jersey City; Charles Rehfuß, of Philadelphia, and A. C. Searles, of New York. Mr. Gallagher, speaking for the delegation, conveyed a purely formal greeting and stated that the delegates had several subjects to bring before the members, but that these being purely business matters would be brought up at a later session.

M. N. Kline, of Philadelphia, replying for the N. W. D. A., said that the association had assisted at the birth of the N. A. R. D. in St. Louis seven years ago and had watched with interest the growth of the younger generation to such a size and strength that the members of the N. W. D. A. now stand before the younger organization with heads bared and in fear and trembling. He said that the members of the N. W. D. A. were glad of the success which had crowned the efforts of the N. A. R. D. in following the example set by the wholesalers and that all hoped that the retailers would also follow the example of the wholesalers, who have striven unselfishly for the good of the trade as a whole, and that the growth in strength of the retail organization would not tempt the members to use that strength unfairly to the detriment of the other branches of the trade.

### GREETINGS FROM PROPRIETORS.

Wm. Gould, of Salem, Mass., spoke as chairman of the delegation from the Proprietary Association of America. He said that there was no reason for any sort of disagreement between the proprietors and the wholesalers, who had the joint task of making and distributing the useful and almost indispensable products of the Proprietary Association. He referred to the adverse criticism of proprietary remedies which was making such a stir just now in certain of the lay papers, but said that he believed this hysterical attitude of denunciation would soon be abandoned and would not have any serious effect upon the people of the country at large who believed in and used proprietary medicines. John N. Carey, of Indianapolis, chairman of the Proprietary Committee, responded on behalf of the N. W. D. A.

### RETAILERS HEARD FROM.

Charles Holzhauer, of Newark, N. J., presented the greetings of the American Pharmaceutical Association and spoke of the many points of mutual interest which existed between the two organizations notwithstanding the fact that they dealt with different aspects of the drug business, the American Pharmaceutical Association being interested in the technical and scientific phases of pharmacy, while the N. W. D. A. dealt exclusively with its commercial aspects. Mr. Holzhauer gave assurance of active good will felt by the older organization for the younger. In replying on behalf of the association Frank A. Faxon, of Kansas City, said he felt that he ought to be able to make a suitable reply in view of the fact that he came from a retail drug store into the wholesale business and now lived off the retail business. He apologized for any lack of ardor in his address on the ground that at the opening of

the session he had hardly been keyed up to the proper tension to produce the best results.

William O. Kuebler, of New Jersey, conveyed greetings from the oldest local organization of pharmacists to the jobbers and assured them of the most kindly feelings toward the association. Clayton F. Shoemaker, of Philadelphia, in responding



Lucien B. Hall, Cleveland, Ohio, President-Elect.

The election of Lucien B. Hall, of Cleveland, to the presidency of the National Wholesale Druggists' Association was a well-earned recognition of long and arduous labors on behalf of the association by Mr. Hall as chairman of the Board of Control, which post he has ably filled for the past five years. Mr. Hall is a native of Cleveland, where he was educated and engaged as a clerk in a retail store. After two years' service in a pharmacy Mr. Hall went on the road for Benton, Myers & Canfield, traveling through northern Ohio for six years. He was then promoted to the position of general sales manager, and after two years became a member of the firm, the name being changed to Benton, Myers & Co. Two years ago, Mr. Myers retiring, the firm name was changed to its present style of Benton, Hall & Co.

Mr. Hall has been an active factor in commercial affairs of Cleveland, being vice-president of the Chamber of Commerce and president of the Cleveland Wholesale Merchants' Board, under whose auspices a series of merchants' excursions are conducted every year. Mr. Hall is most happily married, and his wife, and latterly his daughter, are regular attendants on the meetings of the association.

Mr. Hall is genial, kindly and uniformly courteous, but is rather a worker than a talker, his contributions to the work of the association usually taking the form of written reports of work done rather than more oratorical discussions of work which should be done.

Besides acting as chairman of the Committee on Proprietary Goods, Mr. Hall has served the association as vice-president and on several important committees.

said that it was unfortunate that these addresses of welcome to delegates had come to be looked upon to a certain extent as being perfunctory in character. He felt that these exchanges of expressions of good will were far from perfunctory and that they did much toward smoothing over the little differences arising in the course of trade and might be made even more effective than they were by being taken in that degree of seriousness which they merited. He said that he regretted that every druggist did not feel the absolute necessity of belonging both to his State Association and to the National Association of Retail Druggists. So much had been accomplished for the trade through organization that no druggist, however small his business, could plead inability to pay the almost insignificant sum required as annual dues in these two associations.

Peter Diamond extended a welcome to the visitors on behalf of the Metropolitan Association of Retail Druggists, being responded to by Lucien B. Hall, of Cleveland.

The privileges of the floor were extended by the president to all accredited delegates. Invitations to visit the Times Building on Thursday evening after the theater party and to make the Board of Trade rooms the downtown headquarters of the members were read and accepted.

A communication was read from the National Hardware Association requesting the co-operation of the N. W. D. A. in the advocacy of 1-cent letter postage and in opposition to the parcels post, which was referred to the Board of Control.

A. D. Parker, of New Orleans, vice-president of the association, was asked to take the chair, while Mr. Peter proceeded to deliver his presidential address.

#### Address of the President.

M. Cary Peter, the president of the association, opened his presidential address with a compliment to New York City, "a city whose splendid advancement is the pride of every loyal American; whose hospitality is not so much talked about as felt; of which it may be truly said at the last, 'I was a stranger and ye took me in.'" He said that what made those residing outside New York seem provincial was not that they completely lacked the best, but that everything in New York is of the best. A man with special talent in other sections finds himself quickly recognized as belonging in the front rank. In New York he finds himself one of the many. Hence Mr. Peter thought it well for the members to come to New York at frequent intervals so as to get a proper standard of ability and work and so that they might recognize the fact that such modicum of wisdom as each might possess and which he prided himself upon at home was but an atom in the ocean of experience. Mr. Peter referred with pride to what had been accomplished by President Roosevelt in bringing the peace conference to a successful close. In reviewing the history of the past year he said in so far as the drug trade was concerned it had been an era of prosperity.

The adoption of uniform terms and discounts was referred to as the most important work of the association during the past year.

He referred to the direct contract and serial numbering plan as "the only thing that had been tried that proved to be successful" in the handling of the cut rate problem. He believed, however, that proprietors should be willing to reimburse the jobbers for the cost entailed on them in the execution of the plan, but, on the other hand, he urged the jobbers to undertake the work of executing it faithfully and with good will.

#### SITUATION AS TO PHARMACEUTICAL HOUSES UNSATISFACTORY.

Mr. Peter said that the situation as to the pharmaceutical manufacturers seems far from satisfactory. Some years ago they established their prices, giving the jobber a reasonable compensation for carrying their stock and dispensing their goods to retailers. Under the force of competition some of the larger retailers were put on the jobbers' list, and this preferred list has grown until now it includes practically every well to do retailer. This evil has been added to by the sale of certain chemicals, at or near the cost of production, directly to the retail trade. The president recommended that the Pharmaceutical Committee take up this topic.

Since the last meeting the president had assumed the authority to appoint a committee to confer with the Census

Bureau regarding questions which that bureau desired to have answers to. The questions as originally proposed by the bureau were considered objectionable to the trade, and it is hoped that by co-operation of this committee with the bureau they will secure an amendment in a manner satisfactory both to the bureau and to the trade. In closing he referred to the excellent work which had been done in New Orleans in combating the yellow fever as an excellent instance of the value of intelligence and co-operation. In conclusion he thanked the several committees for the work they had done in behalf of the association.

The address was referred to a committee composed of C. F. Shoemaker, of Philadelphia; Courtney H. West, of St. Louis, and J. M. Hinchman, of Detroit.

C. F. Cutler, of Boston, submitted the following

#### Report of the Committee on Membership.

The Committee on Membership reported favorably upon the following applications for membership:

For Active Members: John Schaap, Fort Smith, Ark.; Richards & Co., San Francisco, Cal.; F. A. Tschiffely, Jr., Washington, D. C.; Florida Drug & Chemical Co., Jacksonville, Fla.; Southern Drug Mfg. Company, Jacksonville, Fla.; Cook, Bell & Black, Terre Haute, Ind.; Conger Drug Company, Shreveport, La.; Carr, Owens & Co., Baltimore, Md.; Gilbert Bros. & Co., Baltimore, Md.; Heineman Drug Company, Baltimore, Md.; The Loewy Drug Company, Baltimore, Md.; Jackson Drug Company, Jackson, Miss.; Goldsboro Drug Company, Goldsboro, N. C.; Justice Drug Company, Greensboro, N. C.; Vaughn-Crutchfield Company, Winston-Salem, N. C.; Archer-Schanz Company, Portland, Ore.; Lancaster Drug Company, Lancaster, Pa.; Fritts & Wiehl, Chattanooga, Tenn.; Western Drug Company, Abilene, Texas; E. R. Roach Drug Company, Amarillo, Texas; Vaughn-Robertson Drug Company, Richmond, Va.

For Associate Members: A. C. Meyer & Co., Baltimore, Md.; Jos. Middleby, Jr., Inc., Boston, Mass.; P. E. Anderson & Co., 7 Gold street, New York; Duffy Malt Whiskey Company, Rochester, N. Y.; Bruening Cork Company, Oakdale, Pa.

The list of applications for membership was posted and held over as required under the by-laws.

The next business considered was the

#### Report of the Secretary.

J. E. Toms, of Indianapolis, presented his report as secretary, which was opened with a brief apology for the unusual delay of the publication of the proceedings of the New Orleans meeting, a delay due to the unusual volume of correspondence involved in connection with the adoption of the new terms by wholesale druggists. During the past year the association had named delegates to the fifth annual National Good Roads convention and to the various State and national organizations of druggists. Hon. C. P. Walbridge, of St. Louis, had been appointed to attend a conference of secretaries of trade organizations which was held in St. Louis on September 27 to 28 to discuss the mail order evil and the best method of combating it. The report showed that the association had a total of 254 active members and 200 associate members. The report took the usual course, being referred to the Board of Control.

#### The Report of the Treasurer

was submitted by Samuel E. Strong, of Cleveland, the following being a summary of the report submitted:

| Receipts.   |             |
|---|-------------|
| Balance on hand as shown by last report.....  | \$1,427.18  |
| Collections during the year of annual dues, initiation fees and a few sundry items..... | 17,958.90   |
| Total.....  | \$19,386.08 |
| Expenditures.   |             |
| For general expenses.....   | \$1,827.58  |
| By various committees.....  | 16,468.54   |
|   | 18,296.12   |
| Balance now on hand.....  | \$1,094.91  |



MEMBERS IN ATTENDANCE UPON THE SECOND SITTING OF THE N. W. D. A. CONVENTION AT HOTEL ASTOR, NEW YORK.  
W. A. Hover, Denver, Col., is reading the report of the Committee on Credits and Collections, of which he is the chairman.

Photograph taken  
especially for the  
AMERICAN DRUGGIST.

The report was referred to an Auditing Committee composed of Charles E. Martin, of Nashville; W. P. Ritchey, New York, and Walter V. Smith, Philadelphia.

The president announced the names of the Committee on Nominations as follows: Frank A. Faxon, Kansas City; Charles F. Cutler, Boston; Henry B. Fairchild, Grand Rapids; C. F. Michaels, San Francisco, and W. J. Murray, Columbia, S. C.

The following were appointed as a Committee on Time and Place for Holding the Next Annual Meeting: W. B. Blanding, Providence; W. J. Walding, Toledo; Edgar F. Taylor, Richmond; E. A. Stuart, Seattle, Wash., and J. M. Hinchman, Detroit, after which the first session of the association was adjourned.

## SECOND SITTING.

### Tuesday Afternoon:

On convening Tuesday afternoon the minutes of the previous sitting were read by the secretary and adopted. A telegram of greeting and good will from Noyes Brothers & Cutler,



DR. WM. JAY SCHIEFFELIN.

Vice-President of the National Wholesale Druggists' Association.

William Jay Schieffelin, of New York, first vice-president-elect of the N. W. D. A., is one of the most interesting personalities in the wholesale drug trade. He is the fifth in direct line of descent from the founder of the house of Schieffelin & Co., who have been engaged in the wholesale drug business in this city for over a hundred years. He was educated as a chemist, graduating from the School of Mines of Columbia University, and later taking the degree of Doctor of Philosophy at the University of Marburg, Germany.

of St. Paul, was read by the secretary, and the regular order of business was begun with a call for various committee reports. These reports on being read were referred to the Board of Control for action without discussion in open meeting. The first of the reports of standing committees read was the

### Report of the Committee on Legislation.

M. N. Kline, of Philadelphia, opened his report with a reference to the alcohol tax question and explained that the proposition for a reduction in the tax on alcohol would have no prospect of securing a hearing by Congress at this time except as a part of the plan for a revision of the internal revenue laws so as to provide for cheaper industrial alcohol. The inertia of Congress is too great to be overcome by the influence of the

comparatively small number of manufacturers who are interested only in tax reduction, and the advantages of enlisting the influence of the thousands of manufacturers who favor untaxed denatured alcohol and of the farmers of the country in support of a general movement for more liberal laws relating to alcohol have been clearly shown during the past year.

### CONCERNING THE PUBLICATION OF FORMULAS.

The chairman of the Committee on Legislation of the Proprietary Association sent to the chairman of the N. W. D. A. committee from time to time copies of bills introduced in the several States affecting the sale of proprietary medicines. In nearly every State in the Union in which meetings of the Legislature were held one or several such bills were introduced. For the most part they provide for the publication of the formula on each package of proprietary medicine sold. A few of the bills were restricted in their provisions to proprietary medicines containing narcotic ingredients. With the exception of one State (North Dakota) none of these bills was enacted into laws, but the committee thought that it was evident that sooner or later the proprietary interests will have to recognize the force of public opinion, which is pressing for fuller information upon the subject of the composition of proprietary medicines. "There can be no question," says the report, "but that this movement was originally instigated by the doctors, but it is gaining adherents in large numbers among the laity, and the wise thing, in our opinion, for the proprietary interests to do is to meet it frankly and as fully as is consistent with the protection of the vested rights, legitimately acquired, with the interests of those proprietors who manufacture and market legitimate and reputable medicines of great value to the average consumer. The various organizations interested in the manufacture and sale of medicinal preparations should co-operate with each other to insure a wise consideration and solution of this subject."

### THE INTERNAL REVENUE RULING ON PROPRIETARY ALCOHOLIC COMPOUNDS.

In referring to the recent ruling on alcoholic medicines the chairman said that this practically places the responsibility of determining what medicines come under this ruling largely upon the retail dealer. While heartily in favor of the object aimed at by the Internal Revenue Bureau in this ruling the chairman, in behalf of the large number of retail druggists who do not sell alcohol or liquors and therefore do not take out internal revenue licenses, and in behalf of the large number of general dealers who handle medicines, has asked the Commissioner of Internal Revenue to modify the paragraph covering this point. It can readily be understood that if it is allowed to stand as recently promulgated dealers will fear to handle many medicines which will not come under this ruling. It is unreasonable to expect that such retail dealers can for themselves determine by analysis whether or not alcoholic compounds sold as medicines come under this ruling. The chairman has asked that the bureau through its force of analysts should after getting such information as is available to them and after giving a hearing to the manufacturers of medicines proceed as rapidly as possible in the manner above indicated, and after full and impartial examination give public notice of the facts thus determined through the usual channels for the information of dealers.

The Commissioner of Internal Revenue in a letter written to the chairman, under date of September 28, expresses a willingness to meet any reasonable objections that may be presented and states that he purposely postponed the enforcement of this ruling until December 1, and that "in the meantime this office will as rapidly as possible make examination of the various compounds and will notify dealers and the public as speedily as it can be done as to the articles an examination of which leads to the conclusion that they fall within the terms of the ruling."

He states that "it is probable that until such public notice be given compounds composed of spirits in connection with drugs, herbs, roots, barks, etc., and which are held out and



sold in good faith as medicines, will still be regarded as medicines, and dealers in same not be held liable for their sale until this bureau has given notice that they have been classed in the category of goods falling within the language of the circular."

The committee believed it would be wise for the association to place itself on record in favor of the main purposes aimed at by the Department, but to protest against the ruling in the closing paragraph of circular No. 673, and to ask for a conference with the Commissioner to adjust the matter, and meanwhile that it would be wise for the members to assure their customers that they will take back any medicines purchased between now and December 1 which may finally be ruled as coming within this prohibition.

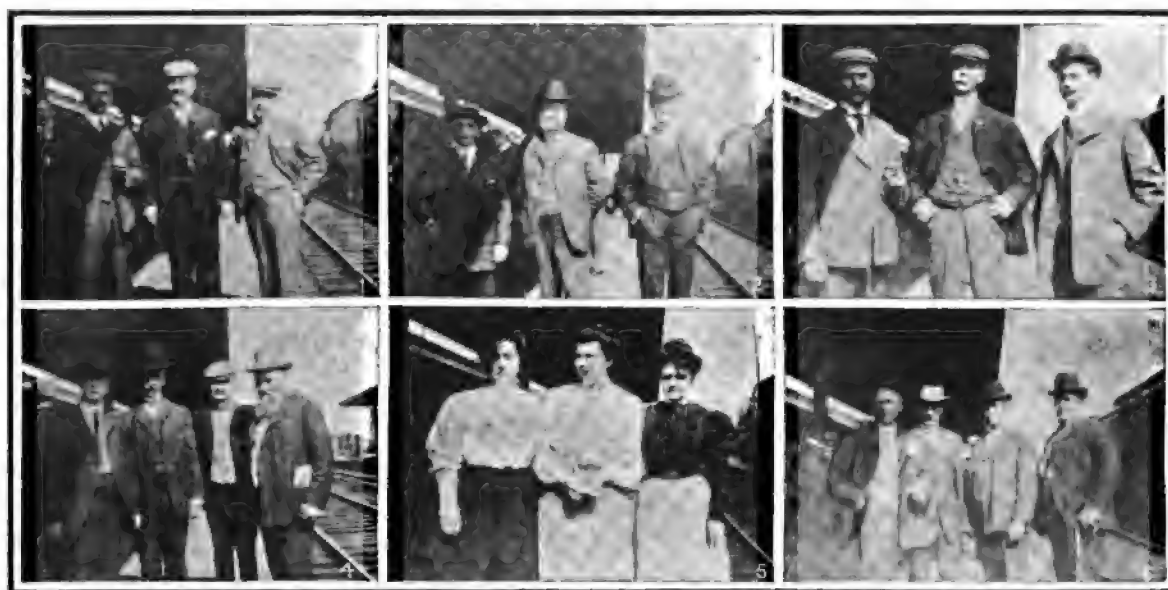
Reference was also made to the Post Office Department's attack on what may be called fake medicines, which neither the N. W. D. A. nor the Proprietary Association has any interest in protecting.

The chairman said that he hoped that a more sane view will

sity of deciding as to whether any particular medicine came within prohibited limits of alcoholic strength.

#### Report of the Committee on Commercial Travelers.

C. F. Michaels, of San Francisco, speaking on behalf of the Committee on Commercial Travelers, laid particular stress on the benefits which have accrued in some sections from the formation of local organizations of jobbers in doing away with unpleasant friction. In some associations a rule against one house employing travelers from another house has had a salutary effect. The report directed attention to the marked improvement in *personnel* of the travelers, an improvement which had brought about the rapid elimination of the salesman who relies upon misrepresentation or irregular methods not compatible with straightforward business principles to gain trade. He said that he believed the best service was rendered by men trained in the house which they afterward served



SNAP SHOTS OF MEMBERS OF THE CHICAGO AND WESTERN DELEGATION, TAKEN EN ROUTE TO THE N. W. D. A. MEETING IN NEW YORK.

Fig. 1—Gus. Bauer, of Bauer & Black, Chicago; R. M. Johnston, of Merck & Co., Chicago; Chas. E. Matthews, of Sharp & Dohme, Chicago. Fig. 2—J. W. Morrison, of Morrison, Plummer & Co., F. Keeling, of Humiston, Keeling & Co., and F. M. Bell, of Armour & Co., Chicago. Fig. 3—Howard Ogborn, Cincinnati; L. L. Pope, Cleveland; Earl Derby, Columbus, Ohio. Fig. 4—Webb Souers, of the Iowa Drug Company, Des Moines, Iowa; C. E. Potts, of the C. E. Potts Drug Company, Wichita, Kan.; A. J. More, of Hornick, Hess & More, Sioux City, Iowa; F. H. Yahr, of Yahr Lange Drug Company, Milwaukee. Fig. 5—Mrs. A. J. More, Mrs. J. R. Kathrens, Mrs. R. M. Johnston. Fig. 6—J. R. Kathrens, Pabst Brewing Company, Milwaukee; A. J. Horlick, Horlick's Food Company, Racine, Wis.; S. H. Gunder, Graves Tooth Powder Company, Chicago; Brooks Johnson, Pluto Mineral Springs Company, French Lick, Ind.

be taken by the few Senators who were really responsible for the defeat of the pure food bill which is so urgently asked for by the citizens interested in pure food and which met the support of all the branches of the drug trade in the form in which it passed the House, but which was killed by the Senate amendment widening the definition of the term "drug."

The committee recommended that the incoming Committee on Legislation be instructed to oppose to the fullest extent, with the influences that can be brought to bear against it through the members, the reimposition of the stamp tax on proprietary goods.

#### N. A. R. D. WILL CO-OPERATE.

In commenting on his report Mr. Kline said that Mr. Douglas, the attorney of the Proprietary Association of America, had been in consultation with the Commissioner of Internal Revenue by mail, and that Judge Errant, the general counsel for the National Association of Retail Druggists, proposed to call on the Commissioner before his return to Chicago, and that he thought there was not much doubt that the ruling issued would be so modified as to relieve the dealer of the neces-

upon the road. The report was referred to the Board of Control.

#### The Committee on Credits and Collections.

W. A. Hover, of Denver, read his report as chairman of the Committee on Credits and Collections, in which he stated that the trade reports of business conditions throughout the United States had been almost universally favorable, showing almost everywhere a decided increase in the volume of trade over the amount transacted in previous years. Credit conditions had never been better, there having been a steady decrease in the loss ratio during the past five years. The greatest improvement had been observed in the Middle States. The report stated that the adoption by the wholesale drug trade on January 1 last of uniform terms of 30 days and 1 per cent. for cash in ten days had marked a distinct epoch in the history of wholesale drug credits, and the chairman was of the opinion that time would warrant the prediction that the loss ratio for the next five years will be the least in the history of the trade. The committee recommended that an effort be made to get the publishers of *Dun's Trade Review* to segregate the loss in the drug

trade from that in the paint and oil trade, with which it is now associated. Such a change would make the statistics of much greater value to both branches of trade. Notwithstanding the favorable showing the chairman sounded a note of warning against lack of care based upon an undue sense of security. There is, he said, a periodical cleaning up of business risks consequent on either crop failures or industrial depression, and in these periods the merchants who had been careless in granting credits or in securing credits finally collapsed.

#### UNIFORM TERMS AND DISCOUNTS.

The chairman recited the history of the long and vigorous campaign which had been carried on by the Committee on Credits and Collections in favor of uniform terms of 30 days, with a discount of 1 per cent., and stated that this campaign had at last been brought to a successful close by the adoption of resolutions at New Orleans committing the association to these terms. Immediately after the adjournment of the New Orleans meeting the chairman of the committee had, in conjunction with the vice-chairman of the Committee on Proprietary Goods, brought about a meeting of the Texas jobbers, whose adoption of the terms had been followed by the organization of the local jobbers' association, with markedly beneficial effects on trade conditions in that territory.

A mass of interesting statistics was then submitted bearing upon the several aspects of trade matters. As a result of a study of trade statistics the chairman stated that during the past five years the average cost of transacting business had increased 0.8 of 1 per cent., an enormous sum when applied to the total volume of sales of the wholesale drug trade in the United States. The increase was less in New England than the average, greater in the Southern States and greatest on the Pacific Coast.

#### TOO MUCH SOLICITATION OF BUSINESS.

Where 58 per cent. of the gross sales was solicited in 1899 68.18 per cent. was solicited to-day, the greatest increase being in the Eastern States. The proportion of sales of proprietary remedies remains substantially the same as in 1899 and only slightly greater than in 1892, though the increase over 1878 is quite marked. The proportions were in 1878, 36 per cent.; in 1892, 52 per cent.; in 1899, 54 per cent., and in 1904, 66.2 per cent. After a survey of the various unfavorable conditions the chairman concluded his report as follows:

To offset these converging lines of profit and expense the question arises, What can be done? A partial remedy is in the hands of the wholesaler and can be made effective without imposing any hardship upon the retailer, upon the manufacturer or upon the wholesaler himself. We have for years been looking to the manufacturer to help us out of the hole. It will be many years before it can be reasonably expected that the manufacturer will ever allow any further increase in discount on such proprietary articles as are now supplied on a 10 and 5 per cent. or 15 per cent. basis. The time is coming when the wholesaler will have to help himself or go out of business. Consolidation would afford some relief, but it is not always possible. An honest effort on the part of wholesalers covering a given section of territory to reduce the expense of obtaining orders by reducing their force of traveling salesmen to a point where the retailer is well but not extravagantly served would increase very materially the net profit on the one hand and reduce the cost of doing business on the other.

#### Report of the Committee on Adulteration.

The report of the Committee on Adulteration, presented by Carl Brucker, of New York, as chairman, directed attention to the fact that under the influence of the work of the various pharmaceutical associations, ably supported by the trade journals, the practice of adulteration had materially declined. On the other hand, the increasing ingenuity of the adulterator requires increasing vigilance on the part of the dealer to prevent adulteration from becoming general. The report then presented details regarding specific instances of adulteration furnished by dealers in different lines.

A visit to many importing houses would, he said, be rewarded by a view of curios in adulteration which accumulate from time to time. "For instance," he continued, "there one can find how the 'wily Chinese' deftly fills musk pods with foreign substances and then reconstructs the pod so as to make

it appear perfectly natural. Oil cassia containing 60 per cent. cinnamic aldehyde and even less is often found in commerce to-day. Sandalwood oil is so manipulated that the specific gravity and santalol content will conform with all requirements. We cannot refrain from mentioning such articles as, for instance, gum opium, balsam copaiba, rhubarb, cream of tartar, sal ammoniac and so-called C. P. acids, which articles are so manipulated at times that the foreign substances therein contained often baffle detection. It is to be hoped that the revised United States Pharmacopoeia will have a tendency to obliterate entirely the audacious practice on the part of foreign exporters of endeavoring to foist upon the American importer such articles which so frequently have furnished a commercial bone of contention."

The correspondence of the chairman with various boards of health was rather barren of results, perhaps because of lack



SAMUEL E. STRONG, Treasurer of the N. W. D. A.

of activity on the part of the boards in examining drugs and chemicals as to their purity.

#### Report of the Committee on the Drug Market.

Colonel E. W. Fitch, of New York, on behalf of the committee on the drug market, said: "In reporting on the state of the drug market for the 31st meeting of this association it is a great pleasure to note that the past year has been one of unusual prosperity; the country has been favored with bountiful harvests, and peace and plenty have joined hands to gladden the whole land. The pleasure from the retrospect is enhanced, too, by the knowledge that the future looks bright. So good an authority as Mr. Rockefeller prophesies at least five more prosperous years and sees scarcely a cloud on the financial horizon. In this general prosperity the drug trade has shared, and there is abundant reason to hope that there will be a still further development of these enjoyable conditions. Turning for a moment from what may be termed the material, or tangible prosperity of the nation, it is found that the prominent position which the trend of political events has given our favored country has come about without any strain on the stability of financial affairs, and the eyes of the world are now fixed upon a prosperous, contented and influential community. Here it may not be amiss to refer in a general way to a marked scarcity, with corresponding increase in prices, of certain crude drugs, arising from the fact that either the plants are becoming scarcer or less attention is paid to their gathering. This of itself gives an increased interest to the drug trade, and it may be that the scientific growth of medicinal plants will at no distant date attract the attention of a large section of the drug trade. That, however, is

in the realms of the future, and it is the past with which this report, which I have now the honor to present, deals.

"The market in general, during the last year, has presented a number of interesting features, the details of which are noted below. In many local quarters satisfaction is expressed at the condition of trade within this period; but it cannot be denied that this condition is not one of universal recognition. There have been periods of dullness which have stirred competition to a degree that has in quite a number of instances kept local values seemingly below the parity of those warranted by the position of the primary markets. At present dealers are generally confident over the outlook for the early future, nothing of apparently unfavorable portent marring the situation."

Then followed a detailed report of the fluctuation for the year of the principal drugs and chemicals.

#### Report of the Special Committee of Commercial Travelers.

B. T. Van Alen, of Chicago, submitted the report of the special committee of commercial travelers, which opened with a humorous reference to the commercial beginnings at New York, when, according to Washington Irving, a tract of land was obtained from the Indians by cutting up an ox hide into strips and closing the land with it. Mr. Van Alen said that this was the original "per-ox-hide" transaction, from which the name of the commodity now known as "peroxide" originated. He also made playful reference to "Pierson's Itineraries" as laid out by the chairman of the Committee on Passenger Routes and Rates. After making a special plea for due consideration on the part of the commercial public for the traveler, he gave a summary of some interesting statistics which had been compiled by him during the course of the year. These statistics show that about 64 per cent. of the patronage of the hotels of the United States came from commercial travelers. There are in the whole United States more than half a million men engaged in this vocation, 2700 of whom are employed by wholesale druggists, 2100 by pharmaceutical firms and 3200 by manufacturers of proprietary medicines, chemicals, glassware, essential oils, sundries, etc., making a total of 8000 whose interests are connected more or less directly with the N. W. D. A. One hundred and forty-one of the active and 68 of the associate members of the N. W. D. A. have performed honorable service as commercial travelers. In the list there are found the names of the present presiding officer and of eight ex-presidents. On an average the men engaged in the drug and allied lines as travelers have traveled for 21 years, are absent from home 9½ months, travel 26,175 miles, and spend 126 nights in sleeping cars every year. These statistics show that the life of the traveler is indeed a strenuous one, and Mr. Van Alen submitted specimens from his correspondence as an evidence of the severe tax on the vitality of a life on the road. He also entered a protest against the universality of "tips."

#### Report of the Committee on Fire Insurance.

In opening his report as chairman of the Committee on Fire Insurance T. F. Van Natta, of St. Joseph, Mo., said that any report on fire insurance following the one made by Thomas F. Main, the chairman of the committee of last year, would necessarily be brief and uninteresting. The ground had been so thoroughly and intelligently covered that there had been little left to be said. Some statistics were given as to the average loss ratio from fires and showing the comparatively high per cent. of expense entailed in the conduct of insurance companies. Under existing conditions the chairman thought that the management of companies similar to the Individual Underwriters and the New York Reciprocal Underwriters, of New York, and the Underwriters' Exchange, of Chicago, appeared to pursue advanced methods in insurance as compared with the old companies. The New York Reciprocal Underwriters are said to have saved for their subscribers 70 per cent. of the premiums during the last seven years. In conclusion the report said that the remedy and relief for in-

surance troubles after all lay in securing proper fire proof construction and adequate protection by modern equipment.

The report went to the Board of Control for consideration.

The report of the Committee on Fraternal Relations, by J. B. Riley, was read by the secretary. The report was quite brief and dealt with the subject only in a general way without making any recommendations.

#### Report of the Committee on Paints, Oils and Glass.

Walter V. Smith, of Philadelphia, submitted his report as chairman of the Committee on Paints, Oils and Glass. The past year has been a very satisfactory one, having been free from general labor troubles and characterized by very active building operations. Some of the members of the committee have spoken of the desirability of an effort being made to secure a more liberal margin of profit on white lead. This subject was commended to the incoming committee for consideration. The commercial history of the various important



Fifth Avenue and Broadway.—The Flatiron Building.

articles coming under the supervision of this committee for the past year was given in condensed form, but no specific recommendations were made. The report was referred to the Board of Control for consideration.

#### The Mail Order Evil.

The secretary read several communications from the president of the Association of Presidents and Secretaries of Commercial and Trade Organizations, which had been recently formed at St. Louis and to which Hon. C. P. Walbridge had been appointed a delegate. No report had been received from Mr. Walbridge, but the president of the association forwarded a number of resolutions with the request that they be adopted by the N. W. D. A. These resolutions favored the adoption of 1-cent letter postage and opposed the establishment of parcels post. The president and secretary of the N. W. D. A. were in-

vited to become members of the new association and participate in its efforts to combat the mail order houses, though in the resolution submitted care was taken not to mention these houses as such. Mr. Kline asked for information as to how many presidents and secretaries had been in attendance on the meeting referred to, and said that he did not know whether or not the members were opposed to the establishment of the parcels post, though their opposition was assumed in the resolutions. The president referred the communications to the Committee on Legislation.

Charles S. Martin, as chairman of the Auditing Committee, reported that the report of the treasurer had been audited and approved.

There being no further business the second sitting was adjourned.

### THIRD SITTING.

#### Wednesday Morning:

The minutes of the preceding sitting having been read and approved, the report of the Committee on Relations with Local Associations, City and Interstate, Charles A. Jerman, chairman, was presented. The report was quite brief and general in its character, containing no recommendations. It took the usual course, being referred to the Board of Control.

A. J. Horlick, of Racine, Wis., asked leave to read his report as chairman of the Committee on Trademarks by title, as it was quite lengthy and contained a great many citations which were intended for reference only. The report was read by title as proposed and referred to the Board of Control. We present below a brief abstract of its salient features:

#### Report of the Committee on Trademarks.

A. J. Horlick, of Racine, Wis., submitted a voluminous and exhaustive report on behalf of the Committee on Trademarks, reviewing at some length the new trademark law, which went into effect on April 1 of this year.

Under the new act the scope of trademark protection has been largely increased and the owners of registered trademarks placed on a much better and safer footing.

The committee pointed out the deterrent effect of registration in the prevention of infringement as not the least of the advantages offered by the act of registration, and urged all owners of trademarks to avail themselves of these advantages.

The advantages of the protection afforded by the recent act were summarized as follows:

1. It gives jurisdiction to the Federal courts of actions against infringers engaged in interstate commerce. Under the old act these courts have jurisdiction only when the infringing mark is used in foreign commerce;

2. In any action for the infringement of a registered trademark, where the plaintiff prevails, he may in the discretion of the court recover damages in three times the amount of damages actually found to have been sustained;

3. An injunction obtained in a suit before the Federal courts may be served and enforced anywhere in the United States, instead of only within the circuit where it is issued, as formerly;

4. Infringing labels or wrappers bearing marks found to infringe may be ordered delivered up and destroyed;

5. Registration under the new law may be made in the exact form in which the mark is actually used. Formerly registration has been so restricted by the requirement that the "essential feature" be specified that registration has seldom been obtainable in other than a mutilated form, from which the mark as actually used was often unrecognizable. By re-registration the mark may be put upon the register in the form used, so that the examination which the Patent Office makes as a preliminary to subsequent registrations will more accurately guard the registered mark against the registration of infringements.

Furthermore, registration in most foreign countries is obtainable by an American citizen only in the form in which it is granted him at home. Under the old law the only registration he could obtain was in a form which often afforded him little or no protection when registered abroad. It may be important in many cases to reregister marks in the United States in the form in which they are actually used for the purpose of registering them abroad in the same form. The desirability of so doing can be determined only by the facts of each case.

The fact that a trademark must be definite to be valid was

brought out by the citation of a case decided last December (234 Fed. Rep. 571), involving the use of a colored thread interwoven in a strand of rope as a trademark.

In this case the plaintiffs used a blue thread and the defendant a red one. The courts held that the plaintiff could not prevent the use of a thread of any color, but must confine his claim to one particular color. In other words, the trademark must be definite in order to be valid.

#### SEPARATE REGISTRATION REQUIRED FOR DIFFERENT ARTICLES.

The committee directed attention to the fact that the rulings of the commissioners had not always been uniform as to the breadth of application of a trademark. The present commissioner had decided that only one article can be covered by one application, though the identical trademark may be registered for each of several different articles. This decision, it is suggested, will likely lead to trouble later on.

The courts generally have held that the application of a trademark to goods so similar that the use would naturally lead the public to believe that the goods had the same origin is not defensible. This decision is not in line with the decision of the commissioners at the United States Patent Office, and if the practice of the examiners is continued along the present lines there will be an almost endless subdivision of applications. It has been held at the Patent Office, for instance, that the same application for trademarks cannot be made to apply to clocks and watches, nor to pens and pencils, as the present commissioner looked upon them as being in different classes.

#### RECENT TRADEMARK DECISIONS.

The report then gives a summary of a large number of trademark decisions, which had been recently rendered in the various courts, and in nearly all of which the general trend had been to strengthen the hands of the holders of legitimate trademarks and to place the subject of trademarks on broader lines.

Among the cases cited were the following, which are of special interest to the drug trade: *Drury & Son vs. Wood* (127 Fed. Rep. 887), restraining the defendant from using the word "Limette," as being an infringement on the use of the word "Limetta"; *Walter Baker & Co. vs. Slack* (130 Fed. Rep. 514), restraining the defendant from the use of the word "Baker" on chocolate products unless accompanied by a statement in prominent type that they were not the product of Walter Baker & Co.; *M. J. Breitenbach & Co. vs. Snagenberg* (131 Fed. Rep. 160), sustaining the rights of the plaintiff to the words, "Pepto Mangan" and denying that they are descriptive; *Frank vs. McWilliams* (114 O. G. 542), denying exclusive use of the words "Toothache Gum," but enjoining the defendant against the use of the words on a package simulating that of the plaintiff; *Boroughs, Welcome & Co.*, restraining the defendant from the use of the word "Tabuloid"; *Johnson & Johnson vs. Seabury & Johnson*, restraining the defendant from the use of the red cross; the *Carter Medicine Company* (U. S. Circuit Court, Eastern District Pennsylvania), confirming the right to the exclusive use of the trademark "Little Liver Pills" in any manner whatever, either alone or in combination with other words; *Charles H. Fletcher vs. Moxon Liniment Company*, awarding damages to the plaintiff for infringement of his trademark rights on "Castoria"; *Johnson & Johnson vs. Bauer & Black*, restraining the latter from using a red cross of an entirely different form from that used by the plaintiff.

All the above decisions were in the direction of strengthening the claims of proprietors.

#### MATERIAL MISREPRESENTATION FATAL.

Attention was called in the report to the fact that any material misrepresentation as to the composition of the goods, the place or source of manufacture, etc., is considered as fatal to trademark rights. In the case of *Fettridge vs. Wells* (4 Abbott's Prac. N. Y., 144), the plaintiff was unable to obtain damages for the infringement of his title of "The Balm of a Thousand Powers," it having been shown that the substance was a soap composed of oil, ashes and alcohol, and not a "balm." This was construed as a gross misrepresentation.

## TRADEMARK RIGHTS IN FOREIGN COUNTRIES.

Mr. Horlick directed special attention of the members to the necessity for securing adequate trademark protection in foreign countries. He said: "While speaking of foreign registration, it is important to note that the provision for the international registration of trademarks is now in force between Belgium, Brazil, France, Spain, Italy, Netherlands, Portugal, Switzerland and Tunis. Under the terms of this provision registration with the bureau of the union at Berne, Switzerland, protects the registrants in all the other States named, thus making one registration do the work of several. Unfortunately Cuba, which at one time seemed to be certain to join with the above, afterward declined. As a result trademark matters in Cuba are in a very unsatisfactory condition."

Under many foreign laws the mere registration of the word or trademark gives exclusive rights even against the rightful owner. A case was cited in which in the Argentine Republic the proprietor of an established trademark failed to reregister his trademark at the expiration of ten years, which is the life of the registration in that country, when a discharged clerk registered the trademark and was able to maintain his proprietorship of the trademark in the courts. Important foreign trademark decisions were recorded which have been given in favor of the Lambert Pharmacal Company, of St. Louis; Kress & Owen, of New York, and Dr. J. H. Slevery & Sons, of Port of Spain, though the latter lost their suit against Abbott & Co. in this country. In closing the chairman expressed his appreciation of the valuable information obtained through the United States Trademark Association.

## Report of Committee on Pharmaceuticals and Plasters.

Owing to the absence in Europe of Mr. Walding, of Toledo, who was chairman of the committee, he requested W. A. Hover, of Denver, to prepare and present this report. Mr. Hover on presenting it stated that the field covered by this report was to a certain extent familiar to him through his work on the Committee on Credits and Collections. Mr. Hover said that taking into consideration the number of lines it was necessary to carry, and the duplication of stock thus entailed, the pharmaceutical business was rapidly becoming an unprofitable part of the jobbing trade. Only 5 or 6 per cent. of the total sales of the jobber were composed of pharmaceuticals, while the stock carried was more than double this proportion. While straight pharmaceuticals, or "Part 1 goods," afforded a fair margin, netting about 28 per cent., the profit was none too large when the slowness of the stock was taken into consideration.

The entire line of pharmaceutical specialties, Mr. Hover said, was handled by jobbing druggists at an absolute loss. Selections of 25 of the leading articles of each of five leading manufacturers showed a net profit of 12½ per cent. for the most active line, 12 for the second, 12.7 for the third, and 13.9 per cent. for the fourth and fifth. The entire force of retail men representing pharmaceutical houses were concentrating their efforts on specialties controlled by their respective houses. Twelve manufacturers of pharmaceuticals have registered titles for 650 specialties. No jobber would consider the stocking of new proprietary articles on the margin of profit afforded by the pharmaceutical specialties, and would bitterly resent any attempt on the part of the patent medicine proprietor to distribute his goods in the same manner that pharmaceutical specialties are now distributed.

The chairman gave a summary of the replies received to a series of questions which he had sent out touching upon the sale of pharmaceuticals. The replies showed that the proportion of sales of pharmaceuticals was increasing all over the United States and that there was no disposition being shown on the part of manufacturers to curtail direct sales to retailers except in the case of the 40 per cent. houses. Some of the wholesale houses corresponded with considered it might become necessary for the jobber to deal with the physicians direct in self protection, though the consensus of opinion at this time was opposed to such practice. One hundred and twenty-seven out of 132 jobbers stated that manufacturers were selling physicians direct, and one stated that manufacturers were not only

selling to physicians but to wet nurses also. Individually the chairman thought that the manufacturers were inclined to deal fairly with the jobbers. Collectively, on account of active competition, the manufacturers did not treat jobbers well. The suggestion that jobbers become manufacturers of pharmaceuticals does not meet with the general approval of the trade. The universal sentiment expressed by something like 130 wholesalers was to recognize that manufacturer only who offers substantial recognition to the jobber and who shows a disposition to curtail his direct sales and to market his products through the jobber. This was really not inimical to the retailer, for if he did not relinquish his direct connection with the manufacturer he would in the end suffer more severely by reason of the manufacturer going to the physician direct, as this is the next step in the evolutionary process now going on.

In the opinion of the committee it was the province of the



Long Acre Square, Times Building and the Hotel Astor.

jobber and not of the retailer to take the initiative, and the committee recommended that the leading manufacturers of pharmaceuticals be requested to confer with a representative committee of jobbers with a view to the adoption of some fair plan which would permit the jobber selling line goods to the retailer on the same basis as the manufacturer and of extending to the jobber by the manufacturer a uniform discount on specialties that would net a profit to the jobber. The report was greeted with hearty applause and referred to the Board of Control.

## AN AMENDMENT TO THE CONSTITUTION.

Mr. Kline introduced an amendment to Article VIII of the constitution providing an opportunity for discussing reports before their reference to the Board of Control. The amendment was laid over for future consideration, as required by



the constitution. The next business was a consideration of the report of the Proprietary Committee, which had been made a special order for 11 o'clock.

#### Report of the Committee on Proprietary Goods.

John N. Carey, of Indianapolis, submitted his report as chairman of the Committee on Proprietary Goods, in which he said that the most important event which has occurred in the wholesale drug trade during the year was the adoption on January 1, 1905, by jobbers all over the United States of 30 days and 1 per cent. for cash in 10 days as the uniform terms on drugs, chemicals and proprietary articles. These terms were already prevalent in the Eastern section of the country, and in accordance with the recommendations made by the association at New Orleans in November last the jobbers of other sections in which for many years the time was 60 days and the cash discount had varied from 1½ to 2 per cent. individually put 30 days and 1 per cent. into effect on January 1. He stated that the Committee on Credits and Collections was entitled to the credit for the inauguration of this valuable reform, which was brought about through the untiring efforts of that committee during the past few years. This work was referred to in the report of the proprietary committee because the machinery of that committee had been utilized to carry this reform into effect.

#### CASH DISCOUNTS A FACTOR IN CONTROLLING PROPRIETARIES.

This subject was also germane to the work of the proprietary committee because the question of cash discounts affected the working of the rebate plan. The committee recommended that proprietors be requested to specifically state in their terms that jobbers must not allow more than 1 per cent. for cash in ten days. The committee also suggested that the provisions relating to freight allowances should likewise be made a part of the terms of purchase.

The general prosperity of the drug business during the past year was commented on and was attributed in the report, in some measure at least, to the salutary influence of the operations of the rebate and direct contract plans. While the latter had entailed some hardship on the jobber it had materially assisted the jobber in tracing the origin of goods sold to dealers on the cut off list. The committee had during the year notified the members that the goods of the Peruna Drug Mfg. Company, the Paris Medicine Company and the Piso Company had been put upon the direct contract and serial numbering plan. It had also recommended the contracts of the following proprietors, who adopted the *limited* serial numbering plan without taking direct contracts from the retailers: World's Dispensary Medical Association, Freeman Perfume Company, Dr. Kilmer & Co., California Fig Syrup Company, Morgan Drug Company, A. C. Meyer & Co., Dr. Shoop Family Medicine Company, W. H. Hill Company, Phenyo-Caffein Company.

#### THE DIRECT CONTRACT AND SERIAL NUMBERING PLAN.

The committee said that while the favorable attitude of the association toward the serial numbering plan as expressed in the resolutions adopted in 1903 and 1904 would undoubtedly be reiterated it thought that the N. W. D. A. should continue to insist upon an increased compensation from all proprietors whose present remuneration is inadequate to cover the additional expense entailed in handling goods under this plan. The committee also reiterated its conviction that all proprietors who proposed to adopt the contract plan should first submit their plans to the committee. The wide experience of the committee enables it to give valuable assistance to the proprietors in elaborating a plan in such a manner as to prove mutually satisfactory to all concerned. The committee did not favor the application of "this complicated plan to articles with a limited local sale or to new preparations which are just being placed on the market, because it is well known that the manufacturers of such articles naturally find it necessary to employ various channels of distribution in order to introduce their goods. We are firmly of the opinion that the plan can be successfully operated only in the case of well established articles which enjoy a more or less general demand."

The committee deprecated the appointment as distributing agents of men who do a wholly retail business, this being unfair to the wholesale trade and contrary to the principles of the tripartite plan. A protest was also entered against the recognition of "buying clubs."

#### RELATIONS WITH THE N. A. R. D.

The committee stated that its relations with the National Association of Retail Druggists have continued to be of the most cordial and friendly character throughout the year and that the associations had been mutually helpful to each other. The report says:

"The national organization of our retail friends has increased wonderfully in strength and usefulness during the past year. They are doing splendid work in behalf of the retail trade, and it is very gratifying to us that the future of the N. A. R. D. looks so bright. May they achieve still greater success as the years go by, because the prosperity of our retail friends, which they so richly deserve, will also inure to our own benefit as jobbers."

The following quotation from an address delivered by Secretary Wooten, of the N. A. R. D., at the August meeting of the Illinois Pharmaceutical Association was quoted:

"The N. A. R. D. stands now, as it has always stood, for protection to the drug jobber in his legitimate sphere of distributor to the retailer, the middle man between the retailer and the manufacturer. Occupying this position the association has always opposed, and it will continue to oppose, the establishment and maintenance of buying clubs among retail druggists. Its desire is to co-operate with the jobber to the common advantage of both branches of the trade."

The committee entered a vigorous protest against the injustice wrought to the jobber by the buying club and expressed the hope that the retailers would see the error of their way on this head and give the wholesale trade "a square deal."

#### OPPOSED TO A PROPRIETARY STAMP TAX.

It was recommended by the committee that resolutions be adopted opposing the reimposition of a stamp tax on proprietaries and that the Legislative Committee be instructed to give the necessary attention to any measure that might be introduced along this line.

#### THE NEWSPAPER ATTACKS ON PROPRIETARIES.

"We are sure that we voice the sentiments of our entire membership when we express our condemnation of an attempt to injure all proprietary medicines merely because a few of them may not measure up to the desired standard of excellence. Our friends the proprietors of the standard preparations, whose worth has been demonstrated by a continuous demand which would not exist if they did not possess real merit, are entitled to our hearty sympathy and support in resisting the efforts which are being made to damage their business."

#### ADDITIONAL DISCOUNTS

to remunerate the jobber for the increased cost of handling proprietaries have been granted during the year by the following firms: Peruna Drug Mfg. Company, Freeman Perfume Company, Dr. Kilmer & Co., Dr. Shoop Family Medicine Company, S. C. Wells & Co., L. E. Pinkham Medicine Company, Eastern Drug Company, Boston, Mass. (Stone's C. L. Oil); Lehn & Fink, New York (Pebecco); T. A. Slocum Company, Kutnow Bros., W. H. Hooker Company, Peacock Chemical Company, Rio Chemical Company, Roessler & Hasslacher Chemical Company (specialties); Bovinine Company and Warner Safe Cure Company.

The committee recommended the adoption of the following resolutions on the subject of proprietary discounts:

*Resolved*, That it is the sense of this association that those proprietors whose present discount to the wholesale trade is inadequate should recognize the injustice of asking the jobber to handle their goods for less than the cost of doing business, and we hereby enter our earnest protest against such an utter disregard of the interest of their wholesale distributors.

*Resolved*, That we urgently request those proprietors whose compensation to the wholesale trade is now less than 10 and

5 per cent. for cash in ten days to increase their allowance to that figure.

*Resolved*, That it is the sense of this association that drug jobbers individually should give preferential consideration to the goods of those proprietors who allow the wholesale trade 10 and 5 per cent. or better.

A protest was entered against the attitude of a few manufacturers who expected the jobber to handle free goods given to retailers as a bonus without compensation, and the following resolution was adopted on this head:

*Resolved* That it is the sense of this association that proprietors who give free goods to retailers on orders filled through jobbers should allow the jobber his regular margin on such goods.

#### EXTENDING THE REBATE PLAN.

Since the last report the rebate plan has been adopted by the following proprietors:

Alkalol Company, Taunton, Mass.; P. Blakiston's Son & Co., Philadelphia (U. S. Pharmacopœia); Finks Magic Oil Company, Springdale, Pa.; Mozley Lemon Elixir Company, Atlanta, Ga.; Od Chemical Company, New York, and the Pacific Coast Borax Company, San Francisco.

The following proprietors have also placed their preparations on the tripartite plan during the year:

Eupepsia Chemical Company, St. Louis, Mo.; Foley & Co., Chicago, Ill.; Kondon Mfg. Company, Minneapolis, Minn.; Sanipure Food Company (now Pacific Coast Condensed Milk Company), Seattle; Vernal Remedy Company, Le Roy, N. Y.; Von Mfg. Company, Norwalk, Conn., and the Yucca Company, Wichita Kan., and Buffalo, N. Y.

#### LOCAL ASSOCIATIONS OF JOBBERS

have been formed in Texas, Virginia, Oregon and Washington, to the material betterment of local trade conditions. The committee laid stress upon the value of local associations and urged their general formation.

In concluding the report set forth the materially enhanced profits which have accrued to the jobbers through the efforts of the association and urged all jobbers who have not already become affiliated with the organization to become members.

In closing his report the chairman took occasion to express his appreciation of the valuable services rendered by Vice-Chairman Holliday and Secretary Toms as well as of the advice and assistance received from other members of the association.

J. C. Gallagher, of Jersey City, a member of the Legislative Committee of the N. A. R. D., presented

#### An Address from the National Association of Retail Druggists.

The address opened with assurances that the N. A. R. D. fully recognized the rights of the jobber and earnestly desired to secure those rights unimpaired.

#### To the National Wholesale Druggists' Association:

The first subject presented was that of the growing menace to the welfare of the jobber as well as of the retailer of the mail order houses throughout the country, which are constantly increasing in number, size and influence. Mr. Gallagher said that not a few farseeing men in both the wholesale and retail branches of the trade apprehend that in these rapidly growing institutions wholesale and retail druggists have an antagonist worthy of their steel, and only through well considered plans, faithfully carried out, can serious inroads into their profits be prevented. The very life of the retail drug store of to-day is threatened on account of the additional hardships imposed by this new competition, and with the passing of the retail drug store that which supports the wholesale drug store will disappear and the latter also is doomed. It is said that the mail order houses do not sell any other class of merchandise on as close a margin of profit as proprietary medicines, and Mr. Gallagher said that it would seem that these houses intend to follow the department stores in exploiting proprietaries for advertising purposes. Like the department stores, these houses also recommend something else "just as good," whole pages being given up to extolling the

merits of non-secrets, while the well-known proprietaries occupy only single lines of very small type.

The Direct Contract Serial Numbering Plan was commended as the best means to prevent the exploitation of proprietary medicines for advertising purposes by mail order houses. In proof of this assertion it was pointed out that none of the direct contract goods can be bought from any of the mail order houses; these goods are now following the course which in the opinion of the N. A. R. D. is the proper one—namely, from the proprietor to the wholesaler, from the wholesaler to the retailer, each handler of the goods making a respectable profit



Boathouse of the Crescent Athletic Club Visited by the Members of the N. W. D. A.

on them. And this condition of things is likely to continue, said Mr. Gallagher, no matter how powerful the mail order houses may become. Surely the wholesale drug trade could not ask for a more satisfactory arrangement.

In order to protect the retail trade from the unfair and hurtful competition of the mail order houses the N. A. R. D. opposes the passage of any of the parcels post bills that have been introduced in Congress and that are likely to reappear at the approaching session, and in this important matter Mr. Gallagher asked the vigorous assistance of the jobbers collectively and individually.

The retailers' organization, remembering the injustice of the not remote past, is strongly opposed to the reimposition of the proprietary stamp tax, and Mr. Gallagher expressed a hope that he could enlist the co-operation of the N. W. D. A. in defeating a measure which can hardly fail to work great hardship and demoralization to the entire drug business.

Another subject which the delegation had been instructed to bring to the attention of the N. W. D. A. is that of wholesale druggists selling proprietaries indiscriminately to wholesale grocers. Of this previous delegations from the N. A. R. D. had spoken, but the abuse continued unabated. Mr. Gallagher said: "It is hard indeed to understand why wholesale druggists will, in obedience to the wishes of the proprietors, refuse to sell the proprietors' goods to trade demoralizers, but while refusing these orders will sell unlimited quantities of proprietaries to wholesale grocers without gaining any knowledge whatever as to the destination of the goods. Some retailers are uncharitable enough to say that such actions on the jobbers' part is proof that the jobbers' protestations of loyalty to the best interests of the retail trade are only pretense; that in reality the jobbers care little or nothing about the retail trade; otherwise they would find out the destination of the goods sold to wholesale grocers. It was hoped that the jobbers would discontinue this practice."

Wholesale druggists selling goods to unknown persons for cash, without making any effort to learn whom the goods are

being procured for, was another of the subjects which the delegation had been asked to bring to the attention of the N. W. D. A. The National Association of Retail Druggists had always maintained that the wholesale druggist's rightful position was that of purveyor to the retail druggist, the middle man between the proprietor and the retailer. The efforts of the N. A. R. D. to maintain this attitude had been at times quite difficult because of the insistence of some of the retailers that they ought to have the privilege of buying directly from the manufacturers at best prices. The most difficult of all obstacles for the N. A. R. D. to overcome (when contending that the jobber had his legitimate sphere and should be protected in it) had been the assertion, based upon such abuses as that above mentioned, that the jobber was looking out for *himself* first, last and all the time, and that on that account the retailer should do likewise. The delegates asked: "Cannot something be done by you at this meeting to minimize the hurtful practice of wholesalers selling goods without question to strangers when these goods nearly always go into the hands of demoralizers whose sole aim it is to render the drug business profitless to everybody but themselves?"

The report of the Committee on Suits Against Members was presented by M. N. Kline, of Philadelphia, and consisted of a brief review of the history of the Park case, of the Loder hearings, and of the Platt case. Reference was made to the fact that Judge Parker, who had rendered the final decision in favor of the N. W. D. A. in the Park suit, had since his retirement been engaged to act as counsel for Park.

The report of the Committee on Memorials of Deceased Members was read by the secretary and embraced memorials of the following members: James McCord, La Crosse, Wis.; James Richardson, Omaha, Neb.; Willis Bailey, Zanesville, Ohio; W. A. Nelden, Salt Lake City, Utah; Joseph E. Gould, Portland, Maine; J. E. Johnston; C. F. G. Meyer, St. Louis, Mo.; J. Herbert Bagg, New York City.

The report was referred to the Board of Control. In the absence of Alanson S. Brooks, the secretary read the

#### Report of the Committee on Paris Green.

Alanson S. Brooks, chairman of the Special Committee on Paris Green, stated that during the past year the efforts of the committee, which had been continued without avail for six or seven years, had met with a somewhat limited success, as the manufacturers had adopted a schedule for 1905 which gave the jobbers a certain amount of protection, in that the schedule under which the manufacturers agreed to sell paris green established a margin of profit in lots of 500 pounds of 2 cents per pound, in lots of 500 to 1,000 pounds of 1½ cents per pound and in lots of 1,000 to 5,000 pounds of 1 cent. per pound. In former years the difference which the manufacturers made between 5-ton buyers and 1-ton buyers was but ½ cent per pound and in small quantities 1 cent per pound, so that while the schedule adopted for 1905 was not all that could be desired it still placed the jobber in a much better position than he had been in for many years past.

The committee recommended that prompt action be taken toward securing still better terms, so that manufacturers might have an opportunity to consider the recommendations of the committee in time to act upon them for the year 1906.

The secretary read the report of Courtney H. West, of St. Louis, as chairman of the

#### Committee of Transportation.

The chairman recommended that every effort be taken to arouse the authorities at Washington to a due appreciation of the vital importance of maintaining the waterways of the country as a means of communication. Nothing else gave so certain assurance of uniform and cheap transportation rates as did the existence of adequate waterways. The report presented various statistics bearing on the questions of transportation and freight rates and recommended that the association give active expression to its approval of the attitude of the President of the United States toward the question of securing the proper regulation of freight rates. The report

referred at some length to the traffic plan of Judge Grosscup, which seemed to offer some hope of relief from the present onerous conditions. The plan provides for the establishment of a special United States court for the trial of cases involving questions of freight rates, so as to insure their prompt adjudication by experts especially qualified for the task. The report was referred to the Board of Control.

The report of the Committee on Membership was taken up, it having been posted since the preceding day, and the entire list of applicants was elected as recommended.

#### Officers Elected.

F. A. Faxon, chairman of the Committee on Nominations, presented the following names of the nominees for officers in the association:

President, Lucien B. Hall, Cleveland, Ohio.  
First Vice-president, William Jay Schieffelin, New York.  
Second Vice-president, J. B. Riley, Macon, Ga.  
Third Vice-president, Charles C. Goodwin, Boston, Mass.  
Fourth Vice-president, L. D. Sale, Los Angeles, Cal.  
Fifth Vice-president, W. T. Harper, Jr., Ottumwa, Ia.  
Secretary, Joseph E. Toms, Indianapolis, Ind.  
Treasurer, Samuel E. Strong, Cleveland, Ohio.

Members of the Board of Control, Fred L. Carter, Boston, Mass., Chairman; A. D. Parker, New Orleans, La.; W. J. Mooney, Indianapolis, Ind.; Chas. Gibson, Albany, N. Y.; Thos. F. Van Natta, St. Joseph, Mo.

The reading of the names met with hearty applause and the report was laid over for consideration at a later date under the by-laws.

W. B. Blanding, of Providence, as chairman of the Committee on Time and Place of Meeting, submitted a report recommending that the next meeting be held at Washington, the time being left to the discretion of the committee. This report was laid over for future consideration under the by-laws.

Vice-president A. J. More, of Sioux City, being requested to take the chair, C. F. Shoemaker submitted his report as chairman of the Committee on President's Address. The committee submitted a resolution approving of the action of the president in the appointment of a committee to confer with the Census Bureau with a view to drafting mutually satisfactory questions for the compilation of statistics bearing on the drug trade and recommended that this committee be reappointed by the incoming president. The committee also approved of the recommendation of the president regarding the matter of pharmaceutical products and submitted resolutions urging the Committee on Pharmaceuticals and Plasters to put forth every effort to secure better terms for jobbers on these goods. The resolutions were adopted and the sitting adjourned.

#### FOURTH SITTING.

##### Wednesday Afternoon:

After the minutes had been read and approved Lucien B. Hall, chairman of the Board of Control, submitted reports from that body on the various committee reports that had been referred to it from the preceding sittings. In each case the work of the committee was recommended, but none of the resolutions offered by the Board of Control embraced material change of policy or entailed definite action on the part of the association, save in the case of the Committee on Transportation, and this was the only one of the reports which provoked any comment. The Board of Control in this instance disagreed with the recommendations of the committee that a freight bureau be established, the expense involved being considered prohibitive. The board, however, approved of the reference to the relief needed and recommended that the incoming committees on transportation and legislation be instructed to use every effort toward supporting the enactment of suitable regulation of the question of rates.

Mr. Kline said that this sounded to him like a "straddle," and he thought that the association should come out strongly

on the side of a more vigorous control of freight rates and give cordial approval to the attitude of the President.

Mr. Shoemaker said that it would be wise to make sure that we knew what the attitude of the President was before the association undertook to approve of that attitude. Only this morning he had read that the President entirely disclaimed any intention of endeavoring to regulate freight rates through the Interstate Commerce Commission.

Mr. Kline retorted that the authority quoted, the New York *Herald*, was not to be depended upon. Mr. Hover, of Denver, thought that the stand of the association should be more clearly defined. After Mr. Hall had explained that the Board of Control proposed in connection with its report on the report of the secretary to recommend the appointment of a delegation to attend the interstate conference on freight rates, which is to be held the latter part of this month in Chicago, Mr. Shoemaker said that what we needed was not more laws, but better enforcement of existing laws, and cited the appearance of the Beef Trust magnates in court in Chicago to pay their fines of \$25,000 each for infringement of existing regulations regarding freight rates as proving that existing laws were quite adequate if only enforced. The explanation of Mr. Hall having seemed to cover the ground, the report of the Board of Control was accepted.

#### THE COMMITTEE ON MEMBERSHIP.

Edgar D. Taylor, on behalf of the Committee on Membership, proposed the election of the American Soda Fountain Company to associate membership. The name was posted as was required by the by-laws. The report of the Committee on Nominations was taken up and one ballot cast for the officers as nominated.

#### WASHINGTON THE PLACE FOR NEXT MEETING.

The report of the Committee on Time and Place of Meeting was taken from the table and the recommendation that the next meeting be held in Washington was approved.

C. F. Weller, J. F. Gilman and A. B. Stewart were appointed as a committee to prepare resolutions expressing the thanks of the association for the entertainment that had been provided.

#### Officers of the Committee on Proprietary Goods.

John N. Carey, of Indianapolis, was re-elected chairman, and F. E. Holliday, of Indianapolis, vice-chairman, of the Committee on Proprietary Goods, the former chairmen of this committee, M. N. Kline and C. F. Shoemaker, of Philadelphia, and Frank A. Faxon, of Kansas City, taking occasion to eulogize Mr. Carey, Mr. Holliday and Mr. Toms (the latter as secretary of the association), who had jointly carried on with so great advantage the work of this the most important committee of the association.

The fourth sitting of the association was then adjourned, an executive sitting being called immediately thereafter of those interested in or connected with local associations of jobbers.

#### FIFTH SITTING.

##### Thursday Morning:

After the approval of the minutes of the preceding session L. B. Hall, chairman of the Board of Control, submitted

#### REPORT OF THE BOARD OF CONTROL ON SPECIAL COMMITTEE ON PHARMACEUTICALS.

Your board considers the question of the sale of pharmaceuticals one of the most serious problems with which our members have to contend. As one of the Presidents of the United States once said, "It is not a theory, but a condition, that confronts us."

This committee has made a very clear and comprehensive report, and the board is in full accord with the sentiments expressed therein; and as this subject is one that should be taken up immediately we would recommend that a strong committee be appointed as soon as possible by the incoming president and that such committee immediately, or at the earliest date possible, request a meeting with leading manufacturers of pharmaceuticals and make such arrangement as will protect the jobbers in the sale of their goods.

This was adopted without comment.

Mr. Hall then presented

#### REPORT OF BOARD OF CONTROL ON SECRETARY'S REPORT.

The report of our secretary is always interesting, as it reviews the work of our association for the year, and from the amount of work accomplished we can feel sure he has not been idle. The board wishes to compliment him on the complete and thorough manner in which the proceedings of the New Orleans meeting were published. It certainly is a volume which reflects credit upon our association.

The publishing of the names of the different chairmen of the Proprietary Committee since 1895 is an additional feature of interest.

The fact that our association is growing in numbers as well as in strength, as reported by our secretary, is very gratifying.

The board would recommend that three delegates be appointed by the president to attend the Interstate Commerce Law Convention, which meets in Chicago, October 26, 1905.

A lively discussion ensued as to whether or not the delegates to the convention should be instructed, and eventually they were given definite instructions to favor the enactment of legislation along the lines which had been proposed by the President of the United States, giving greater power to the Interstate Commerce Commission.

Mr. Hall then submitted the

#### REPORT OF BOARD OF CONTROL OF COMMITTEE ON LEGISLATION.

Although this committee has reported that nothing has been consummated in the direction of alcohol litigation, the board feels that this committee has all matters of legislation so thoroughly in hand that the interests of the wholesalers will be well cared for. The thanks of our association are certainly due this committee for the care and labor they have given to matters of legislation.

The board recommends the following resolutions:

*Resolved*, That the Committee on Legislation be instructed to continue the work in favor of the passage of the three alcohol measures pending—namely (a) Reducing the internal revenue tax from \$1.10 to 70 cents per gallon; (b) providing for the refund of the internal revenue tax on alcohol used in articles exported; (c) providing for untaxed denatured alcohol for use in the arts and manufacturing.

(2) That the committee be instructed to favor the passage of a pure food law if drawn, so far as its reference to drugs is concerned, upon the lines of the Hepburn bill passed by the House of Representatives at its last session.

(3) That we suggest that if desired by the other organizations the president appoint a subcommittee of three to co-operate with the Proprietary, the N. A. R. D. and the A. Ph. A. to consider and if possible devise some plan to meet the growing demand for legislation with reference to proprietary medicine formulas without interfering with vested rights.

(4) That while this association cordially approves the object of the Commissioner of Internal Revenue in his ruling under which articles prepared and sold under the guise of medicines, but really used as beverages, shall subject dealers in such articles to liability to pay the internal revenue tax, we respectfully urge a change in so much of this ruling contained in circular No. 673 as places upon the dealer the responsibility of deciding which articles come under this ruling and suggest that the Commissioner should, after a full or partial examination, give public notice through the usual channels of which articles come under this ruling.

(5) That our Committee on Legislation be instructed to oppose any movement looking to a reimposition of the obnoxious stamp tax, which has only heretofore been resorted to as a war measure and was only tolerated as such so long as the necessity to defray war expenses existed. Our branch of trade is already paying more than its share of taxes through the necessity of using alcohol so heavily taxed and should not be singled out for the imposition upon it of further burdens.

The board also recommended the passage of a resolution favoring one cent letter postage, which was adopted.

The Legislative Committee was instructed to keep a watch on any legislation proposing the establishment of parcels post.

The secretary was instructed to telegraph the Postmaster-General requesting that he rescind his ruling numbering the boxes on rural delivery routes.

#### FOR A GREATER MERCHANT MARINE.

George J. Seabury submitted the following resolution:

*Whereas*, More than 95 per cent. of our imports, exports and passengers are transported under every other flag than the Stars and Stripes, the National Association of Wholesale Druggists and allied interests, in convention assembled in one of the world's greatest seaports.

*Resolved*, That for commerce in times of peace and for our

military and naval forces in times of war we ask Congress to restore to the nation an oversea merchant marine by the enactment of the bill drawn by the Congressional Shipping Commission, or one equally effective.

On motion of F. L. Carter the recommendation of any specific bill was omitted and the resolution as amended was adopted.

#### THE CONSTITUTION AMENDED.

Article VIII of the constitution of the association was amended as proposed by Mr. Kline so as to provide for discussion of reports previous to their reference to the Board of Control, though a spirited discussion preceded the final action. The sitting then adjourned to meet on the steamer on Friday.

#### SIXTH SITTING.

##### *Friday Afternoon:*

Friday, the last day of the convention, was a perfect one. A cloudless sky, a steady and bracing breeze and a gay company made the steamer excursion down the bay and up the river the most agreeable of the many delightful features of entertainment. The steamer *Sandy Hook*, on which the trip was taken, is one of the largest and swiftest of the harbor steamers, and the 500 members and guests on board in no wise taxed its capacity. Leaving the dock at West Forty-second street at 10 o'clock, the steamer put out to sea, and, turning, ran in, passing the outward bound United States Cruiser *West Virginia*, and arrived at the boathouse dock of the Crescent Athletic Club, Bay Ridge, at half-past twelve. The party immediately repaired to the spacious club house and were served with a substantial luncheon. Immediately after luncheon the members re-embarked on the steamer, and as the steamer sailed up the North River, passing close by the squadron of battle ships lying at anchor there, the final session of the thirty-first annual convention was called to order by President M. Cary Peter in the main saloon of the steamer.

#### THE FINAL SESSION.

Resolutions were submitted from the Board of Control concerning the report of the Committee on Proprietary Goods, in which the devotion to the rebate plan and to the direct contract and serial numbering plan was reaffirmed, the selling by manufacturers direct to buying clubs was condemned; the thanks of the association extended to those manufacturers who had increased their discounts so as to give the jobbers a fair margin of profit; a resolution requesting manufacturers who have a discount of less than 10 and 5 to increase their discount to that figure; a resolution favoring the direct contract and serial numbering plan for all articles having a general sale, provided that the proprietor allow a sufficient discount to reimburse the jobbers for the additional expense involved by the plan; a resolution that the giving of a greater discount than 1 per cent. be construed as an infringement of the rebate plan. All these resolutions were adopted as presented by the Board of Control without dissent.

#### THE N. A. R. D. ADDRESS.

John N. Carey, as chairman of the Committee on Proprietary Goods, submitted a report upon the address of the delegates from the National Association of Retail Druggists, which had been submitted to that committee for consideration. The committee reiterated its assurances of good will toward the N. A. R. D. It recommended that the N. W. D. A. co-operate with the N. A. R. D. in its efforts to minimize the dangers to trade from mail order houses; that before filling orders from grocers or cash orders that jobbers should insist upon specification as to the destination of the goods. The action of the N. A. R. D. affecting buying clubs was quoted with approval and the resolution adopted at the Boston meeting of that association was reported in full. The Committee on Legislation was recommended to oppose the stamp tax and the parcels post as requested by the N. A. R. D. All the recommendations of the committee were adopted.

The secretary read a series of resolutions in memory of the late C. F. G. Meyer, and it was ordered that these resolutions

be spread on the minutes of the association and an engrossed copy be forwarded to the family of Mr. Meyer.

Charles F. Weller, as chairman of the committee appointed for the purpose, presented the following resolution of thanks:

Great is New York and great is the Entertainment Committee of the N. W. D. A. at this meeting. We fully appreciate the splendid entertainment that has been given us both by the General Committee and also by the Ladies' Committee. It has seldom been equaled in the history of the association and never surpassed.

We also desire to thank the management of the Hotel Astor for the very courteous treatment accorded to our members. There has been no friction, every member has been taken care of, and all are satisfied.

The thanks of the association are likewise due to the newspapers of this city for their courtesy in publishing reports of the meeting.

The drug journals of this and other cities are entitled to our thanks for their very full and detailed reports of the convention.

Frank A. Faxon, on behalf of the ladies present, thanked the Committee on Entertainment for the courtesies and kindnesses shown, saying that while the flowers which had been lavishly bestowed upon them by the committee might fade and their petals fall, the memory of these courtesies would remain fragrant in the minds of the recipients for all time.

On his own behalf Mr. Faxon referred to the great improvement in the condition of affairs existing now as contrasted with the conditions existing 11 years ago, when the meeting of the association was last held here.

Edgar F. Taylor, on behalf of the ladies present from the South, presented a written expression of their thanks and appreciation as follows:

Your retiring president, Mr. Peter, said at the banquet that the first thing a boy baby was taught to say in the South was, "Gentlemen of the jury," or "Fellow citizens." Now, the first thing a girl baby was taught to say was, "Thank you." It may be a little old fashioned and out of date, but this is what we of the South are.

So, not forgetting our teaching, the wives and daughters of the Southern members tender their thanks and appreciation to the committee of ladies and gentlemen who devised and carried into successful operation the delightful programme for the entertainment of the members and associate members of the N. W. D. A. We dare not enumerate the courtesies extended, for they have been so many we fear leaving some out. We regret the association will not meet in Richmond next year, but our hearts and homes will always be open to your committee, collectively or individually, whenever you may visit our Southland, for pleasant memories of the New York convention will ever linger with us, and again we say, "Thank you."

(Signed) Mrs. N. V. Randolph, chairman; Mrs. E. D. Taylor, Mrs. Charles S. Martin, Mrs. Milton Campbell, Mrs. G. G. Minor, Mrs. H. F. Baker, Mrs. Alfred R. L. Dohme, Misses Adele Dohme and Louise Dohme, Mrs. Walter K. Lamar.

#### INSTALLATION OF OFFICERS.

The installation of officers now took place, each of the officers-elect making a brief address as he was formally inducted into office. Dr. William Jay Schieffelin, first vice-president, was particularly happy in his remarks and kept the audience laughing continuously with his witty sallies and well told anecdotes. This closed the business of the meeting, and the thirty-first annual meeting of the National Wholesale Druggists' Association was declared adjourned just as the steamer touched the dock on its return.

#### THE ENTERTAINMENTS.

The public programme provided by the committee by no means comprised all the entertainment which was laid before the visitors attending the meeting of the National Wholesale Druggists' Association in this city last week. Outside the public or general entertainments there were given individually by the New York members innumerable dinners, luncheons, automobile rides, theater parties, etc., so that the visitors had no unoccupied time on their hands.

The first formal affair, though, that was preceded by many private dinner parties was the reception of the president on Monday evening in the large ballroom of the Hotel Astor.



which served to bring the members together. This was followed by a vaudeville entertainment in the adjoining room, after which supper was served to the members and informal dancing closed the evening.

On Tuesday afternoon the ladies of the party were driven to the Metropolitan Museum of Art, tea being served for the party on their return to the hotel. In the evening some 600 members and visitors occupied the center of the main floor of the New York Hippodrome and enjoyed the performance, as was testified by the frequent and hearty applause.

On Wednesday morning the ladies made a tour of Tiffany's and of Wanamaker's under the guidance of the local committee.

### The Banquet.

The presence of the ladies at the banquet held in the main ballroom of the Hotel Astor added the needed touch of color to make the scene most attractive. It was unfortunate, however, that the hall was not large enough to seat the entire party in the main room, the two ballrooms forming an L being thrown into one for the occasion. Above the guests' table in the northeastern corner of the room a circle of electric lights inclosed the initials of the N. W. D. A., formed with incandescent bulbs. This decoration was placed against a mass of palms and ferns rising from the dais to the ceiling and forming a most attractive background for the guests who were seated at an L shaped table, those having seats there being the toastmaster, John M. Peters; the speakers, Dr. William Jay Schieffelin and B. T. Fairchild, of New York. The list of toasts follow:

### TOASTS.

|   |                                |
|---|--------------------------------|
| Our Country.....  | The Company.                   |
| Still in thy right hand carry gentle peace<br>To silence envious tongues.                     |                                |
| National Wholesale Druggists' Association, M. Cary Peter, Lucien B. Hall.                     | —King Henry VIII. Part III, 2. |
| Self love, my liege, is not so vile a sin<br>as self neglecting.                              |                                |
| Woman.....  | —King Henry V. Part II, 4.     |
| The most replenished sweet work of nature,<br>That, from the prime creation, o'er she framed. | Rev. Dr. John Hodgson.         |
| The Professions We Serve.....   | —King Richard III. Part IV, 3. |
| We cannot all be masters, nor all masters<br>Cannot be truly followed.                        | Charles F. Chandler.           |
| Commercial Diplomacy.....   | —Othello I. 8.                 |
| 'Tis my vocation, Hal; 'tis no sin for a man<br>to labor in his vocation.                     | W. D. Murphy.                  |
| Auld Lang Syne.....   | —King Henry IV. Part I, 1-2.   |
| I drink to the general joy o' the whole table.  | The Company.                   |
|   | —Macbeth III. 4.               |

The toastmaster proposed "Our Country" and all responded by rising and singing the Star Spangled Banner. M. Cary Peter responded to the toast of the National Wholesale Druggists' Association, briefly but happily illustrating his points with clever stories. The president elect, Lucien B. Hall, spoke briefly to the same toast.

Dr. Hodgson's eulogy of woman was refreshing in its novelty and in its polished and rounded periods.

### DR. CHANDLER CRITICISES HIS CRITICS AND DEFENDS HIS ATTITUDE ON THE MANN BILL.

In introducing Dr. Charles F. Chandler to speak in response to the toast "The Profession We Serve" the toastmaster said that this distinguished guest bore titles both as a doctor of medicine and as a chemist, thus uniting in his own person both professions. Dr. Chandler said that it was wrong for the druggist to speak of limiting the service to any profession or professions, for the druggists served all humankind, rich and poor, professional man and layman, alike, for all are subject to those ills that flesh is heir to and are debtors to the drug trade for the medicaments to cure them. He said, though, that he was surprised that he should be called on to speak to an association of druggists, because some of the pharmaceutical press had been persistent in their attacks upon him as a pampered employee who had turned against the hand that fed him, whereas in fact he had served for forty years as a teacher for three nights a week for five months in the year without salary. He said that forty years ago he had been asked to lecture for less than nothing, as he paid his own expenses, to the little band of students, thirty-three in number, which then consti-

tuted the classes of the New York College of Pharmacy and whose college hall was a hired room and a very small one at that. Now this college had grown until it had a roster of 400 pupils and until the second university in the country had been proud to have the college made an integral part of itself. He said that no part of his work had given him greater pleasure than that connected with the school of pharmacy, but that notwithstanding this every issue of certain pharmaceutical journals had contained virulent attacks upon him because he had gone to Washington to oppose a certain measure which if enacted would rob the chemical profession of the fruits of its labor. He said that when a man invented a mouse trap he was protected in his invention, but that the retail drug trade undertook to say that when a man invented a valuable remedial agent no such protection should be accorded him. He believed that the retail drug trade was wrong and he had gone to Washington to oppose this bill, not from any interested motives, not because he was in the pay of any corporation, as had been stated, but because of a conviction on his part that the bill was wrong and that the statute would rob the chemist of his just due. He disclaimed any intention to discuss the merits of the Mann bill at the present juncture, but continued to do so, reiterating his conviction that its passage would be a deathblow to the chemical interests of the United States. He then again repeated his former statement that he had served pharmacy faithfully and without remuneration for forty years, and he said that anything he could do to make the pharmacist a scientist and something more than a mere trader he would be happy to do, but that he did not propose to abandon his convictions because some portion of the retail drug trade failed to agree with him.

W. D. Murphy, who was introduced by the toastmaster as hailing from the Union League and not from the club further up the avenue, discussed commercial diplomacy with a display of wit which kept his audience interested and amused throughout and embellished his remarks with enough original anecdotes to supply half a dozen of the ordinary after dinner speeches. He said, among other things, that when a wholesale druggist sold a quarter of a mile of porous plaster—he realized that he was talking to wholesale druggists—it was a curious fact that while the purchaser might be well pleased, it was invariably the case that the seller would stick him. In concluding his remarks, however, Mr. Murphy took a serious vein. He said that in our domestic affairs our commercial diplomacy was in the safe hands of those ministers plenipotentiary and envoys extraordinary of commerce who travel from one end of the country to the other, but that the American people were neglecting golden opportunities in not building up our foreign commerce. He quoted President Roosevelt's comments upon the need for expansion in our maritime commerce, and said that we should have cargoes of American manufactures going abroad in American ships and under American flags. He made an eloquent plea in favor of more attention to this phase of our trade, which was received with marked enthusiasm.

In announcing the last topic the toastmaster said that it had been agreed by the committee that no individual assignment would be made to this toast, but that every man who had never been called upon to speak would be requested to respond to the toast of "Auld Lang Syne." In the absence of J. C. Eliel, of Minneapolis, there was none present who came within this category and therefore the company was requested to rise and sing "Auld Lang Syne."

During the course of the dinner very attractive souvenirs were distributed among the guests, consisting of a silver slipper pin cushion for the ladies and a silver pencil for the gentlemen, both bearing the initials of the N. W. D. A. and the date.

On Thursday afternoon the entire party of ladies and gentlemen were taken in automobiles through Central Park and up Riverside Drive. On returning tea was served in the hotel. In the evening the members saw Maxine Elliot in "Her Great Match" at the Criterion Theatre, occupying all of the lower floor and most of the balcony, and the whole of Friday was devoted to an excursion on the steamer Sandy Hook down the bay and up the river, luncheon being served at the Crescent Athletic Club at Bay Ridge.

Members of the Entertainment Committee, who were most assiduous in their attentions and whose courtesy was warmly appreciated by the visitors, were William Hull Wickham, of McKesson & Robbins; Wm. Jay Schieffelin, of Schieffelin & Co.; Albert Plaut, of Lehn & Fink; Wm. P. Ritchey, of Bruen, Ritchey & Co.; Chas. S. Littell, of R. W. Robinson & Son Company; S. W. Fairchild, of Fairchild Bros. & Foster; A. A. Stilwell, of A. A. Stilwell; Thos. F. Main, of the Tarrant Company; John M. Peters, of Wm. J. Matheson & Co., Ltd.; Brent Good, of the Carter Medicine Company; Clarence G. Stone, Secretary of the Lambert Pharmacal Company; Thos. P. Cook, chairman and treasurer of the New York Quinine and Chemical Works.

### MOVING ON NEW YORK.

#### Aggressive Action Against Price Demoralizers to Be Taken—Subjects Discussed by the General Committee of the Metropolitan Association—Reports of District Chairmen.

Indications are that from now on more aggressive action will be taken by the M. A. R. D. and the N. A. R. D. against department stores in Greater New York to bring them into line with the Direct Contract Serial Numbering Plan. This matter was one of the principal topics discussed at the meeting of the General Committee of the M. A. R. D. last Monday afternoon at 190 Third avenue. A communication was read at that meeting from Lee M. Evans, local representative of the Peruna Company, on the present situation with regard to department stores, but the text of the letter was not given to the press. The communication was received and placed on file after considerable discussion, which was participated in by Messrs. Anderson, Diner, Jacobson and others.

The meeting was called to order promptly by President Anderson at 3 p.m. Those present besides the members mentioned were Messrs. Kleine, Diamond, Swann, Weinstein, Searles, Lauer, Zagat, Wels, Rothen, Pay, Bischof, Baltzly, Miller, Montgomery and Bernstein; for the N. A. R. D., Mr. Rouse and Mr. De Shetley; for the Paris Medicine Company, Mr. Clark. After the minutes were approved as read by Secretary Swann the department store matter came up, and after a free discussion it was decided on a motion by Mr. Diamond that the president should appoint a committee of two to call on Mr. Reed, the attorney for the Peruna Company, in the very near future.

Mr. Diner, as a committee appointed to engage bonds for the treasurer, reported that he could not do better than \$15 for \$5,000. He was instructed to continue his efforts.

President Anderson called attention to the fact that as the M. A. R. D. was now in the same position as other branches of the N. A. R. D. it was time to take action toward engaging N. A. R. D. organizers for continuing the work in Greater New York. It was therefore decided to engage two N. A. R. D. organizers and to pay to the National Association \$75 a month for each for such time as it was deemed proper and necessary by the M. A. R. D. Mr. De Shetley (who succeeds Colonel Doble as manager of the N. A. R. D.'s department of the East) was asked what he thought was necessary to be done in this work, etc. He replied that there should be at least two men here besides himself to carry on the work and he spoke very encouragingly of the outlook. The M. A. R. D. Executive Committee decided to engage Messrs. Clark and Bohan, Mr. Rouse having stated that these gentlemen would be satisfactory to his office. Mr. Rouse succeeds Dr. Noel as chief of the N. A. R. D. organization department. He said that the local association could have both of these organizers. Mr. Clark is already on the ground here and Mr. Bohan will arrive in a few days.

Mr. Bischof then asked what the organizers would do with regard to Kings County in view of the resolutions adopted at the last meeting of the M. A. R. D. He referred particularly to that part of the resolutions which, it will be recalled, provided for the return of a certain sum to Kings County to meet the expense of organization work in that section. President Anderson replied that Kings County was always able to take

care of itself, and with regard to that part of the resolutions referred to, he added that he did not thoroughly understand it at the time the resolutions were passed, and he expressed the hope that this part of the resolutions would be rescinded, so that it could be shown that Kings County did not desire more than it was entitled to and certainly no more than any other part of Greater New York. The work in Kings County, he continued, would be done the same as in other sections of the city. President Anderson was roundly applauded for his remarks.

The mapping out of the work for the organizers engaged by the M. A. R. D. was left to the president and secretary. It was made plain that at any time when requested full information would be given as to the organizers' work by these officials.

The question of the secretary's salary came up, but Mr. Swann stated that if the M. A. R. D. would give him a stenographer he would accept that assistance only; when the association was in a position to pay a salary to him as secretary it would then be time enough to consider the matter. His request for a stenographer was granted by the Executive Committee.

President Anderson, upon request, then gave a *résumé* of the recent Boston convention of the N. A. R. D. He spoke particularly of the great demand for the Direct Contract Serial Numbering Plan.

Reports on conditions in the different districts were then called for and were made by district chairmen, as follows:

Wels.—Tenth District—Department store district—Conditions fairly good.

Rothen.—Ninth—Fairly good; few at meetings; several stores named as not being in line; conditions same as in eighth district.

Jacobson.—Sixth—Conditions very bad; several demoralizers; department stores cutting. Where stock was bought from demoralizers; who was to pay for it? The answer was made that 100 William street would pay any reasonable amount.

Kleine.—Brooklyn—Bushwick district in fairly good shape; one party with large stock selling Peruna at 69 cents.

Pay.—Twenty-first—Officers always present, but no members; hard to get the trade out to meetings.

Bischof.—Bronx—Membership increased 20 per cent; some members of N. A. R. D. not living up to contracts. List of demoralizers given.

Baltzly.—Twenty-second—Eighty-five per cent. members of the N. A. R. D. and about 50 per cent. members of the local; conditions good, except two demoralizers.

Miller.—Fifteenth—Hard to get members to meetings; one department store and two demoralizers causing trouble and making members of the local restless.

Montgomery.—Eighth—Department store district—Much work done, but trade apathetic and no interest in the movement owing to conditions existing as to other patent medicines besides those on the contract plan.

Bernstein.—Fifth—Patent medicine question of no interest as the trade sells but little, but if the M. A. R. D. could break up certain pernicious and demoralizing practices, such as offering something for nothing, this would be an ideal district. The N. Y. R. D. A. had accomplished something toward stopping such practices, but the work had not been completed. If the things complained of could be stopped 50 members would be added at once to the ranks of the M. A. R. D. Help to this end was promised by the Executive Committee.

The chairmen of the respective districts were urged by President Anderson to get evidence against demoralizers, to sift same and then present it to the Executive Committee to act upon. Such information would first be placed before the M. A. R. D. and then forwarded to the N. A. R. D. in Chicago. In other words, hereafter all complaints as to demoralizers will first pass through the hands of the local branch of the National Association.

Mr. Clark, of the Paris Medicine Company, was called upon for a few remarks. He said that he was encouraged with the situation on his company's goods and he had few complaints to make.

**Greater New York News.**

J. D. Sipp sailed for Norfolk last week for his regular fall tour of the South in the interest of the fruit juices, soda supplies and wines of Duroy & Haines, of Sandusky, Ohio.

A. E. Schaeffer, of the Houston Drug Company, Houston, Texas, accompanied by his wife, spent a few days here a week or so ago on their return from Europe.

The Retail Druggists' Bowling Association will resume bowling at Dr. Savage's Institute, 310 West Fifty-ninth street (formerly Starr's alleys), on Friday, October 6. The election of officers for the season 1905-6 will take place at the regular meeting in October. The present officers are Geo. Hitchcock, president; A. J. Heinemann, vice-president; Arthur J. Reeder, secretary; S. F. Haddad, treasurer; Geo. E. Schweinfurth, captain.

The marriage is announced by Mr. and Mrs. Emil John Fuhrmann of their daughter, Louise Olga, to Dr. Edward Kleine, president of the Alumni Association of the Brooklyn College of Pharmacy. The marriage took place on Thursday, September 14. The bridegroom is a son of Oscar C. Kleine, former president of the Kings County Pharmaceutical Society, and has hosts of friends among the pharmacists of Brooklyn, with whom the AMERICAN DRUGGIST heartily joins in congratulations and good wishes.

The Hadwick Walking Club had its annual outing on Tuesday, October 3. Members of the club took the Albany day boat at 9 a.m. from Forty-second street and North River to Newburgh and crossed the river to Fishkill Landing, where they took the elevator to the top of Mt. Beacon. They then walked down to the foot of the mountain to Fishkill, returning home on the 6.10 p.m. boat. George Schweinfurth was pacemaker. W. Fick is president of the club and George H. Hitchcock secretary and treasurer. Among the other members are S. F. Haddad, Fred. Wichelns, Arthur J. Reader, R. H. Timmerman, Bruno R. Dauscha and O. Boeddiker.

Col. J. B. Duble, who has conducted the Eastern office of the N. A. R. D. at 100 William street, New York, since its establishment, has been assigned to other territory and he left New York on Thursday, October 5, to take up his new duties. Colonel Duble was a good and efficient representative of the N. A. R. D., who endeared himself to a large number of druggists by his obliging disposition and his evident desire to improve the relations between the national organization and the rank and file of the trade in New York City. His transfer will be learned with regret by the many friends he has made since his appearance in New York, and these will join with the AMERICAN DRUGGIST in wishing him the utmost success in his new field of work.

A. K. Rouse, who succeeds Dr. Noel as chief organizer of the N. A. R. D., spent several days here prior to and during the N. W. D. A. convention. Mr. Rouse came to familiarize himself with conditions here and to attend to various matters in connection with the National Association's department of the East, the headquarters of which are in this city. He attended a meeting of the M. A. R. D. General Committee last Monday afternoon and was also present at some of the sessions of the N. W. D. A. When questioned by a representative of the AMERICAN DRUGGIST Mr. Rouse said he had no special announcement to make. As to the situation here generally, he said it was quite satisfactory and he spoke encouragingly of the future. Within a short time, he remarked, he expected that fully 85 or 90 per cent. of the druggists of Greater New York would be in line on the Direct Contract Serial Numbering Plan. He was particularly gratified with the spirit of co-operation manifested by the jobbing trade and spoke of the importance of such co-operation in the present movement. A weak spot in the local situation was the department stores, but he thought more aggressive action on the part of the N. A. R. D. and allied interests in that direction would materially improve matters.

**WESTERN NEW YORK.**

**Pass List of the Western Branch of the State Board—Thomas Stoddard Likely to Be Named for Mayor—Resemblance Between Candidates of Opposite Political Faiths.**

*(From our Regular Correspondent.)*

Buffalo, October 5.—The final September meeting of the western branch of the State Board of Pharmacy was held in Olean, on the invitation of A. M. Palmer of the Board, who is soon to retire, his successor having been elected last June. He was therefore anxious to entertain the members some time this year, and did so now, much to their gratification. The occasion of the meeting was to pass on the papers of the candidates for license at the previous meeting. The following were successful: Dean B. Crawford, of Gowanda; William H. McCoach, Louis G. Sciarrino, Albert D. Steadwell and Leo W. Stall, of Buffalo, pharmacists; Herbert D. Atwater, Max M. Barken, John Fessant, Katherine H. Listig, Horace T. Mann, John McCrostie, Albert L. Penseyres and Grace H. Wilson, of Buffalo; Eddie P. Johnson, of Allegany, and William Whitehead, of Toronto, druggists.

Of the licentiates, Mr. McCroach is at the Cleveland pharmacy on Forest avenue, Buffalo; Messrs. Sciarrino and Stall are preparing to go into business on their own account in Buffalo; Mr. Steadwell is at the Anthony pharmacy on Seneca street, Buffalo; Mr. Atwater is in Government service in Buffalo; Mr. Barker is at the Dwyer pharmacy on Broadway, Buffalo; Mrs. Lustig and Mrs. Wilson are in their husbands' pharmacies in Buffalo; Messrs. Mann and McCrostie are with R. K. Smither, on Niagara street, Buffalo; Mr. Whitehead remains in Toronto for the present, but is expected to locate in Buffalo later on; Mr. Crawford lately came from Philadelphia and located in Gowanda.

There are to be two new Italian drug stores in Buffalo as soon as the sites can be found. Louis G. Sciarrino, who lately passed the Board of Pharmacy and received a pharmacist's license, and Frank Strozzi, a licentiate of some time, who is now with Stoddard Bros., are both preparing to go into business for themselves. They will open stores among their own people and cater largely to them.

**THOMAS STODDARD LIKELY TO BE MAYOR OF BUFFALO.**

Before this item is in print it will be known whether Thomas Stoddard is to be the nominee of the Republicans of Buffalo for Mayor. He is at present most likely to be the choice, though he is making no effort to obtain this preference. The Republicans had the peculiar distinction of going to their primary election on the 3d with no leading candidate for Mayor, certain reasons making it impossible for the leaders to unite on any one, though there was no real division on the question. So it had to be left to the caucuses to determine the matter. The Democrats had already selected James N. Adam for Mayor before he returned from his trip to Scotland. Mr. Stoddard is also Scotch and was lately a visitor also to his old home. The resemblance between the two possible opponents for Mayoralty honors does not rest here, for both are members of the city council and both prominent in that body, Mr. Stoddard being the president of it and Mr. Adam a very active reformer in city matters. Thomas Stoddard is well known in drug circles, having been twice president of the State Pharmaceutical Association and often on its leading committees. The drug store of Stoddard Bros. is one of the largest in Buffalo, and is very successful as a business establishment.

Dr. Dennis B. Wiggins, who died at his residence in the southern suburb of Buffalo on September 23, was one of the old-time druggists of the city, being 84 years old at the time of his death. His store was of especial value to the drug interest of the city, as for half a century it was the headquarters for any herb that is ever used by a pharmacist, so that it was known far and wide as the botanic pharmacy of the city.

## MASSACHUSETTS.

**Alumni Journal Seeks an Editor—The United Drug Company Meets in Force—Adulterated Drugs in Massachusetts—Another Roach-Sault Fatality—An Addition to the List of Modern Pharmacies.**

(From our Regular Correspondent.)

Boston, October 4.—There was a meeting of the Alumni Journal publication committee at 39 Hancock street on the evening of September 27. Vacancies in the committee were filled, reports of sub-committees were made and accepted, and a committee consisting of Drs. Baird and Piper and Professor Scoville was appointed to select an editor and manager for the coming year.

## THE UNITED DRUG COMPANY.

The stockholders of the United Drug Company, about 400 in all, held their annual convention in the city last week. Some of the visiting delegates came from as far West as Butte, Mont. The members listened to the annual reports of the company's affairs with interest, and at one of the business meetings special attention was given to an important new feature of the enterprise, the introduction of drug store cigar stands. This feature, while organized as the National Cigar Stands Company, is designed to manufacture cigars and tobacco products and supply agents in the same manner as the candy and drug products. The tobacco project is said to be almost double the scope of the original enterprise.

On the evening of September 27 a sumptuous banquet was held at the Hotel Somerset. There were music and speeches and a general good time. The meeting was voted a success by the participants.

## DRUGS UNDER EXAMINATION REVEAL ADULTERATIONS.

The last monthly report of the State Board of Health showed the examination of 41 specimens of drugs, of which number 15 varied from the legal standard.

The drugs found to be adulterated were: Extractum Zingiberis Fluidi, Oleum Cinnamomi, Oleum Limonis, Spiritus Camphoræ, Spiritus Frumenti and Tinctura Iodi. Specimens of ginger ale, cream soda and a ginger beverage were found to be preserved with salicylic acid. A sample of whiskey was reported as impure. It contained sugar and artificial coloring matter.

## ANOTHER "ROACH-SAULT" FATALITY.

A Chelsea Armenian died last week from poisoning through a misunderstanding over a verbal order. It is alleged that an acquaintance went to the store of Silas R. McVey, of the above city, and inquired for "Rochelle salts"; it was understood by those in charge of the store that "roach salts" were desired. The customer, so it is stated, was given mercuric chloride instead of the more harmless compound. This the victim took in a glass of hot water; shortly afterward he died. An autopsy disclosed poisoning. Mr. McVey denies giving roach salts when the purchaser asked for Rochelle salts. He said:

"We have many calls for roach salts during the day, but I am positive if a person asked for Rochelle salts he would not be given anything else. I do not recollect selling the salts, but I may have done so. The roach salts are not considered dangerous."

## BOSTON'S LATEST.

The Hub has another store which is both resplendent and rich in up to date drug storism. It is an old establishment, with capacity nearly doubled, new fittings and fountain. This show store is that of H. D. Huggan & Co., corner of Boylston street and Massachusetts avenue. Much skill has been displayed in the selection of fittings in which the office and two telephone booths are recessed. Toilet articles are prominently displayed on four tables, with plate glass covers (tops), arranged in the center of the store. Each table is fitted with four stools and the latter can be turned back under the table when not in use. The soda fountain is of the Innovation type, supplied by the American Soda Fountain Company and occupies a prominent place on the Boylston street side of the store. Mr. Huggan is to be congratulated on his new surroundings.

## PENNSYLVANIA.

**P. C. P. Begins a New Session—A Prosperous Buying Association—The Loder Suit Near Trial.**

(From our Regular Correspondent.)

Philadelphia, October 5.—The Philadelphia College of Pharmacy has opened for another term. This year the prospects are brighter than ever for this, perhaps the most popular college of pharmacy in the United States. While the majority of entered students are from Pennsylvania, nearly every State in the Union is represented. There has been a heavy demand by the students for quarters in the College House. For the first time since this house was opened there is a waiting list and the trustees are now endeavoring to secure accommodations for students who cannot be accommodated.

## PHILADELPHIA DRUG COMPANY IS PROSPERING.

On October 17 the annual meeting of the Philadelphia Wholesale Drug Company will be held. It is said that there may be a change in the executive officers. E. R. Gatchell has held the position of president for the past four years, and if he is desirous of continuing at the head of this company he can easily be re-elected. So far he has not stated what he will do. There are rumors that he will refuse to be a candidate. The business of the company has shown a big increase this year. Although additional space has been secured, it has been found not to be enough. However, some time next year more room will be had. The number of stockholders has also increased and there is more of a disposition shown on the part of the retail druggists to patronize this house. Besides the election of officers at the annual meeting of the company there will also be elected a board of managers.

## INTEREST IN THE LODER SUIT.

Toward the latter part of this month the Loder suit is set for trial. This suit is awaited with a great deal of interest by the drug trade. It means much to the life of the retail association as well as to the National Wholesale Druggists' Association. Both associations have been made parties to the suit as well as a number of individuals. Mr. Loder claims that a conspiracy has been formed against him by the defendants which prevents him from securing the goods from the houses in this city. The defendants seem not to be worried over the outcome of the suit. Prominent lawyers have been retained and they are ready to go ahead and argue the case.

## N. A. R. D.'S WORK APPROVED.

The action of the National Association of Retail Druggists in upholding the direct contract and serial numbering plan meets with the approbation of all the druggists in this city. Although the wholesale druggists have not been very enthusiastic over this measure, it is understood that they will do all they can to assist in the maintenance of it. There is some objection to the placing of certain preparations at \$2, \$4 and \$8, but it is thought they will be brought into line. In some cases it is believed that the price is too low—that is, from a manufacturer's viewpoint. The retailers, however, are going to do all they can to see that the measure is enforced.

## VARIOUS NEWS ITEMS.

Charles D. Burk is now connected with Adolph Spiehler, perfumer, of Rochester, N. Y.

D. G. Potts, 224 Market street, who has been living at his country seat in New Jersey, has returned to the city, where he will remain during the winter.

Mr. Grove, manager of the Drug Merchants' Exchange of Buffalo, and also a member of the State Pharmacy Board of New York, was in the city studying the methods employed in this State.

The crusade the Pure Food Commission is making against the adulteration of drugs and other liquids is being continued. So far there have been very few cases brought against the druggists. There is, however, an attempt being made to confine the sale of soda water to legitimate dispensers of such goods, with a view to breaking up the cheap stands on the streets.

## ILLINOIS.

**Chicago Drug Stores as Deposit Depots for Banks—A Means of Encouraging Thrift—A Possible Source of Trouble—Dental Student Wounded in Laboratory Raises Interesting Law Question.**

(From our Regular Correspondent.)

Chicago, October 5.—A new bank in which Chicago druggists will be interested is to be established on the banking floor of the Ashland Block, at the northeast corner of Clark and Randolph streets, the site formerly occupied by the Hibernian Bank. Full details in regard to the plan are not yet available, but it is the idea of the promoters that drug stores will be made agents and will receive deposits for the central institution. The clerks in the drug stores who handle the money will be put under bond to protect the depositors. The backers of the bank believe that the practice of saving will be encouraged when a savings bank is brought right to the doors of the customers of Chicago's multitude of drug stores. The scheme is said to be legal, as all of the points involved have been passed upon by competent lawyers. One suggestion has been made that might possibly cause some hesitation in certain quarters. It has been hinted that those who come in to purchase gum and ice cream soda may put their nickels in the bank instead of leaving them in the druggist's till.

## NOVEL POINT OF LAW RAISED.

A decision just rendered by the Appellate Court has some features of general interest. A student at Northwestern University who lost an eye as the result of an explosion in a laboratory in 1901 brought suit against the institution for damages. The student alleged lack of precaution on the part of the instructor. The court ruled against the student, but the decision was reached on a technical point at law unfortunately and was not decisive in the direction where the general public would feel the most interest. The court held that the university was a charitable institution, as its funds are held in trust for the purpose of education, and that to pay money for damages would be a violation of this trust. The student had raised the point that he paid tuition fees, but this did not help him to win. The student is Robert Smith Parks, who was in the dental department.

## NOTES OF THE TRADE.

An offer of a professorship in the National University of Argentina, Buenos Ayres, has been made to Prof. C. G. Wheeler, former professor of the Chicago College of Pharmacy.

Chicago druggists are proud of their right to claim the credit of having sent to the N. A. R. D. convention the largest delegation that came from any city west of Greater New York.

The H. E. Bucklen Company has obtained a loan of \$75,000 on its property at the southwest corner of Michigan avenue and Peck court, where its laboratories are located. The loan is an extension.

Liquor sales by druggists in a prohibition town have caused trouble at Independence, Kan. It is charged that the druggists sell too much and it is proposed to subject them to an occupation tax of \$50 a month.

The Social Drug Club met recently in the clubrooms of the Sherman House. It was decided to hold a dance October 15. President Iver L. Quailes made his appearance and was congratulated on his recovery.

Walter Schmitt, for four years assistant in chemistry in the University of Illinois School of Pharmacy, has resigned to take a position in Armour & Co.'s chemical laboratory. Albert H. Clark has succeeded Mr. Schmitt.

A salesman who is charged with sending in fake orders to his employers and then selling the goods and disappearing has been arrested as the result of shrewd work by an employer, W. C. Flint, of the firm of Flint, Eaton & Co., Decatur, Ill. The accused man is E. B. Morse, who was arrested at Latonia, Ky., by the postal authorities. It is said that his swindling operations have been carried on for some time.

## THE SOUTH.

**New Orleans Has a Paragon Drug Store—Condition of Trade—Quarantine to Be Raised October 15—Arrested for Obstructing the Sidewalk—President Breslin Honored.**

(From our Regular Correspondent.)

New Orleans, La., October 2, 1905.—The event in drug circles in New Orleans during the last two weeks took place this morning when the handsome new store of the Paragon Drug Company in Canal street, between Baronne and Carondelet streets, opened its doors to the public. Everything had been made ready in advance and when the doors were opened the frequenters of Canal street saw the interior of one of the handsomest, if not the handsomest, drug establishments on Canal street. The Paragon covers the entire bottom floor of the Macheca Building, and the location selected is admirable for such a purpose. The fixtures are handsome and prettily arranged, and all in all, for looks and general appearance, the new place will rank with the best in the South.

## TO RAISE THE QUARANTINE.

Trade in New Orleans and throughout the adjacent territory has improved during the last fortnight, and despite adverse conditions business is showing a tendency to grow and surpass that of previous years. Conditions, so the drug men say, are very satisfactory and there is every indication that they will continue so. Little trouble is being experienced in getting shipments out of New Orleans, certain relaxations in quarantine restrictions having removed all obstacles. The situation here is so well in hand that no apprehension is felt, and accordingly Dr. J. H. White, of the U. S. P. H and M. H. S., the surgeon in charge, and Dr. Edmond Souchon, president of the State Board of Health, have addressed letters to the country boards of health calling on them to remove quarantines by October 15. This order will in all probability be complied with and all quarantines removed.

## SENSATIONAL ARREST OF A WHOLESALE DRUGGIST.

Something on the order of the sensational was sprung in business circles here last week when J. W. Phillips, manager of I. L. Lyons & Co., one of the big New Orleans wholesale drug houses, was arrested and locked up in a cell in the police station and left there for half an hour. The charge against Mr. Phillips was that he was violating the ordinance relative to obstructing sidewalks. On the Gravier street side of the Lyons establishment a large number of empty carboys were piled on the sidewalk and this left only a narrow passageway for pedestrians. Complaint was made to the police and charges were made against Mr. Phillips as manager of the company. The carboys were not moved, however, and on instructions from the Inspector of Police Mr. Phillips was arrested at his desk in the office and taken to the police station, where he was booked and locked up. The manager of the big drug house is well and favorably known here and his friends are highly indignant at the manner in which he was treated. The affair at the time threatened more serious trouble, but it has all blown over now. The police have been instructed to arrest the managers of other drug houses who persist in leaving empty carboys and barrels on the sidewalks.

## MR. BRESLIN HONORED IN HIS HOME CITY.

At the New Orleans College of Pharmacy Friday, September 29, a pleasant reception was given in honor of M. T. Breslin, the prominent and popular New Orleans druggist, who on the Tuesday preceding was elected president of the National Association of Retail Druggists. The friends of Mr. Breslin gathered around him in goodly numbers and toasted him in bumpers of wine and punch. George W. McDuff, secretary of the State Pharmaceutical Association, officiated as toastmaster. Among those who paid tribute to Mr. Breslin and the honor conferred upon New Orleans druggists by choosing him as chief executive of the national association were George D. Feldner, president New Orleans College of Pharmacy; M. Stollenhofer, vice-president Orleans Pharmaceutical Association; W. P. Duplan-



tia, ex-president State Pharmaceutical Association; P. L. Villere, secretary Orleans Pharmaceutical Association; Adam Wirth, H. G. Posey, Charles G. Peters, George S. Humphreys, William Killeen, C. D. Sauvinet, W. J. Sbisa, George McNulty, Guss Seeman, T. J. Balter, Ed. Dannemann, A. Di Triani, W. E. Morgan, E. T. Diez, A. O. Kaczeroski, R. F. Grace and R. A. Blanchard. Mr. Breslin made graceful response to the congratulatory speeches and pledged himself to do his best to prove worthy of the honor bestowed upon him.

Elaborate arrangements are being made for the second annual ball of the Retail Drug Clerks' Association of Louisiana, which will take place Friday, November 24, at Odd Fellows' Hall. The Arrangements Committee will be announced later.

### MARYLAND.

#### Social Affairs Among the Trade—Great Scarcity of Clerks Reported—Praise for Boston Hosts.

(From our Regular Correspondent.)

Baltimore, October 5.—The Baltimore Drug Trade Bowling Club began its active season on the evening of October 2 at the Diamond, when the quintette of the Calvert Drug Company met the team of Muth Bros. & Co. Games will be played on Tuesday and Friday evenings of each week, the season being divided into five series of five weeks each. The schedule was arranged by a committee which included Charles Holzerman, William E. Smuck and George M. Armor.

The Wedgewood Club began its monthly dinners after the summer intermission on the evening of September 29 at Kernan's Hotel, one of the new hostleries which have been recently opened. The menu was served in excellent style and the occasion proved to be very enjoyable. Twenty-three members were present.

There is reported to be

#### A GREAT SCARCITY OF COMPETENT DRUG CLERKS

in Baltimore. Some of the pharmacists there complain that not even the most liberal concessions have proved effective in attracting applicants for vacancies, and in a number of instances proprietors of drug stores have had to do without relief until they were completely exhausted. Apparently the graduates in pharmacy are finding other inducements more attractive than compounding prescriptions.

#### PRaise for Boston Hosts.

The Baltimore delegates to the annual meeting of the National Association of Retail Druggists, held in Boston last month, have returned and speak in the highest terms of the hospitality of the Bostonians and of the work accomplished at the sessions. John G. Beck, of the Calvert Drug Company, was the first to return, making the trip by train, while the others, who included R. E. Lee, Williamson, J. H. Farrow, M. S. Kahn and Owen C. Smith, came back in a roundabout way, taking in Troy, Albany and the Hudson. The delegates went to Boston by the sea route.

#### AS TO ALCOHOLIC PATENTS.

There is much interest in Baltimore concerning the outcome of the ruling made by Internal Revenue Commissioner Yerkes to the effect that patent medicines composed chiefly of alcohol and other similar compounds cannot be sold after December 1 by druggists without taking out a liquor license. It is not thought that many pharmacists will care to be classed as liquor dealers, and if the ruling stands in its wider acceptance there is likely to be a considerable weeding out of patents which come under the ban. The matter is of much importance in Baltimore because of the large patent medicine manufacturing interests here.

L. Harry Sprague will open a pharmacy at the southwest corner of Park avenue and Fayette street, Baltimore, diagonally across the street from his other store, in the near future. The place will be fitted up with cabinet made fixtures.

### THE PACIFIC COAST.

#### San Francisco Druggists Unanimously Adopt Schedule—Druggist Throws Ammonia Water at a Dog's Eyes.

(From our Regular Correspondent.)

San Francisco, September 30.—For the first time since the cut rate principle had been injected into the drug business of San Francisco, Oakland and other bay cities the opposing forces have apparently become friendly and have met each other in conference during the past two months. The result of these meetings has just been sent to the druggists of this city and vicinity, and consists of a printed schedule arranged in book form and including alphabetically all patent and proprietary medicines except those under direct contract plan. About 400 articles are listed at prices ranging above the old San Francisco schedule of 20, 40 and 80 cents. While there are some 1 and 2 cent reductions below the old schedule on the best known goods, there are less than 25 reductions as great as 5 cents, while all 15-cent goods or under are at full price. W. B. Cheatham, the local representative of the N. A. R. D., remarks: "When conditions existing in the drug business here are taken into account—when antagonism, personal spite, doubt and dissension seemed too strong to be allayed to any great degree—this schedule certainly is substantial evidence of a decided change for the better, and to those who can read between its lines it is clear that patience and extremely hard work, careful handling, much thought and perseverance has at last about accomplished the seemingly impossible task of bringing order out of chaos. Like all new machinery there may be many rough edges to file down, but if the druggists are wise they will do all they can to assist in making the present promising condition lasting."

H. N. Legge, the Polk street druggist, was arrested on the 13th inst. on the charge of cruelty to a dumb animal. Harry J. Lask, a notary public, alleged that Legge had blinded his dog with alkaline fluid. According to the complainant the dog had annoyed Legge and the latter vented his anger by dashing the ammonia water in the dog's face.

#### 'FRISCO BREVITIES.

At the last meeting of the trustees of the Alumni Association of the California College of Pharmacy the following were elected as life members: Ignatz Beck, Ph.G., Angelo L. Garibaldi, Ph.C., and J. H. Scudder, Ph.C.

Z. F. Vaughan, of Los Angeles, claims to have discovered a method by which he can temper gold and silver as well as fine steel. As a result a company has been formed for the manufacture of hypodermic needles, suture needles and surgical instruments generally from pure gold.

The suit of Mrs. Meta Schivo and her husband Frank against the Western Drug Company, which was mentioned in these columns last April, is now on trial before Superior Judge Troutt. The plaintiff declares that she asked the defendant for a bottle of chloroform liniment, but was given carbolic acid instead. As it was labeled chloroform liniment she applied it to her skin and was severely burned.

#### Druggists Fight Explosives Ordinance.

The Retail Druggists' Association of Pittsburgh has decided to continue its efforts to obstruct any attempt on the part of the city to regulate the keeping and storing of explosives by drug stores or to keep track of the location and quantity of such stores. A number of retail dealers have received a circular letter from the association telling them to pay no attention to the notices sent them by the city authorities requiring them to conform to the regulations of the new explosives board ordinance. The ordinance in question requires those storing more than a certain quantity of explosive drugs or chemicals on their premises to take out licenses to do so, and to make reports that will give the Fire Department exact information as to the location and character of these explosives.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

New York, October 7, 1905.

The trade volume of the month just closed has not quite come up to expectations, the market having continued quiet and rather uninteresting. During the past week the market has been visited by a large number of out-of-town members of the National Wholesale Druggists' Association who were here to attend the annual convention, and the entertainment of the visitors has temporarily at least interfered with business. Dealers generally are confident, however, that a material increase in the distribution of stocks will follow as a result of the gathering together in New York of so many prominent representatives of the trade throughout the country. It is believed that the visitors will naturally improve the opportunity to replenish stocks in this market, which may lead to the development of speculative interest, a feature of the market that has been lacking for some time past. Notwithstanding the apparent quietude there appears to be an excellent feeling among importers and dealers in regard to the prospect for fall trade. The fluctuations during the period under review include a rather sensational advance in the price of camphor, which is now 4 cents higher than last reported. Peppermint oil is held at a higher range of values by the distillers, due to an increased demand, and grain alcohol is higher in sympathy with the upward movement of spirits in the West. Menthol maintains its steady position, and additional strength has been imparted to the article by reports from producing points in Japan indicating a greatly decreased output, owing to unfavorable weather conditions. Prices generally appear to be sustained upon a firm basis, fluctuations in most instances favoring buyers.

#### HIGHER.

Camphor,  
Alcohol,  
Peppermint oil,  
Menthol,  
Saw palmetto berries,  
Aloes, Curacao,  
Aloin,  
Cajuput oil,  
Citronella oil,  
Cantharides, Chinese,  
Aconite root,  
Ginger, Jamaica, bleached,  
Cannabis indica,  
Wax, Brazil,  
Anise seed, German,  
Stramonium leaves.

#### LOWER.

Saffron, American,  
Carbolic acid,  
Grindelia robusta,  
Silver nitrate,  
Ergot,  
Lycopodium,  
Acetone,  
Hops,  
Cascara sagrada.

### Drugs.

Acetone offers more freely, being in better supply, and quotations have dropped to 16c to 16½c.

Alcohol, grain, has advanced a notch or two in sympathy with conditions at producing points in the West, and quotations are now \$2.49 to \$2.51, as to terms and quantity.

Aloin is firmer and held at an advance, owing to the increased cost of the gum. Manufacturers now name 45c on 1000-lb. lots, while 50c is asked for lesser quantities.

Balm of Gilead buds have developed an upward tendency, owing to scarcity, the small available supply being now held at 42c.

Balsam copaiba, Central American, is quiet, and values are largely nominal at 30c to 31c; Para is held with more confidence on account of scarcity and 36c to 40c is firmly named.

Balsam fir, Canada, is well maintained at the previous range of \$3.10 to \$3.20, with numerous sales reported; Oregon is jobbing fairly at 70c to 80c.

Balsam Peru is not taken with any spirit, and the previous low quotation of \$1.00 to \$1.05 prevails.

Balsam Tolu is dull and neglected, and quotations show no change from the previous range of 20c to 22c.

Barks.—Bayberry has developed an upward tendency and

inquiries for the bark are more numerous. While the principal holders are asking 14c small lots can yet be picked up at 12c. Cascara sagrada of the new crop is now available and quoted at 5½c. Old season bark is held and selling within the range of 6½c to 10c, as to age. Cotton root offers more freely at a slight decline, or, say, 8½c to 9½. Cramp is available in some quarters at 7c, but 8c is the general quotation. Elm shows an easier tendency, with select quoted at 20c to 22c. Wahoo is scarce and holders are firm in their views at the limit of 30c. Sassafras is without change of consequence either as regards price or demand; sales in a jobbing way at 12c to 15c, as to quality and quantity.

Cacao butter is maintained generally at the previous range, the recent auction going off at practically unchanged prices. We quote the spot range at 28½c to 29½c.

Cantharides, whole, Chinese, are held and selling in instances at 47c, though 50c is a more general quotation; powdered are held and selling in a jobbing way at 52c to 55c. Russian is firmly maintained at \$1.25 to \$1.30 for both whole and powdered.

Chamomile flowers are a shade firmer, old Roman being held at 17c and new flowers at 22c. Holders of choice goods are displaying some reserve in offering, owing to unfavorable crop reports.

Codliver oil is seasonably dull, and quotations reflect the listless market, standing at \$27 to \$30, as to brand and quality.

Cubeb berries are in moderately active demand and jobbing sales during the fortnight were at 8c to 9c, as to quality and quantity.

Cuttlefish bone is held with increased firmness, only small lots of Trieste being available at the inside price of 15c. French is held at 11c to 13c and jewelers' at 40c to 50c for small and large, respectively.

Ergot, Spanish, is reported scarce on the spot and values are maintained firmly at 48c, but Russian is still obtainable at 42c.

Eucalyptus leaves are higher, owing to scarcity, holders now asking 4¼c to 4½c.

Grindelia robusta offers more freely, being now available at 9c to 12c.

Haarlem oil is in reduced supply and this, coupled with an increased demand, has served to harden the views of holders, who now name \$1.95 to \$2.00.

Juniper berries are fractionally higher, the advance being stimulated by adverse crop reports. Besides being less than the average crop, the quality of the berries is said to be poor. Holders are firm in their views at 2c and 2½c.

Lycopodium is easier, owing to lessened demand, and the nominal quotation is 60c for unmarked, while Pollitz is held at 75c.

Menthol has developed increased strength, conditions abroad having lent a somewhat stronger tone to the market. Broken lots offer in a limited way at \$2.50, but cases are not quoted openly below \$2.60, with up to \$2.75 named in some quarters.

Opium remains quiet and we have few new features of interest to report. The demand is confined for the most part to jobbing parcels, with sales at \$3.32½ to \$3.35, as to quantity. The quotation on cases is firmly maintained at \$3.30. Powdered is meeting with a fairly active inquiry at the previous range of \$3.65 to \$3.75.

Quinine is rather neglected at the moment, but prices are well maintained on the basis established by the manufacturers—20c for bulk in 100-ounce lots; second hands continue to quote 19c to 19½c for Java and German, respectively.

Saw Palmetto berries have been in increased demand of late, probably due to the prominence they have acquired through their introduction into the revised Pharmacopœia. Holders now name 15c to 20c, as to quality and quantity.

Stramonium leaves are firmer, owing to scarcity, and holders of the limited available supply have advanced quotations to 8c and 8½c.

Thymol is passing out actively into channels of consumption at prices within the range of \$1.70 to \$1.75.

Wax, Brazil, continues to advance in price, No. 1 being quoted at 50c, inside; No. 2 at 39½c and No. 3 at 31c.

#### Chemicals.

Acetanilid is held with more confidence, and an advance is asked in some quarters to 22c inside.

Arsenic, white, is finding sale in a jobbing way at 3c to 3½c; red is jobbing fairly within the range of 6½c to 7c.

Carbolic acid has weakened in the interval, with quotations for crystals in bulk reduced to 12½c to 14c, and pound bottles at 20c to 22c, as to the brand.

Chlorate of potash is finding increased inquiry and jobbing sales during the interval have been numerous at 8½c to 8¾c for crystals and 8¾c for powdered.

Chlorate of soda advanced a fraction early in the week, owing to the diminished stock supplies, but recent arrivals have sent the price back to the previous range of 8½c to 9c.

Cream of tartar is meeting with about the usual jobbing demand and values are well sustained at 23½c to 23¾c for crystals and powdered respectively.

Silver nitrate is easier in sympathy with the metal and quotations show a decline to 38½c to 42c, as to quantity.

Tartaric acid is without important change. A moderate business is reported at the range of 29c to 29¾c for crystals and 29¼c to 29½c for powdered.

#### Essential Oils.

Anise has moved into a firmer position, influenced by strong advices from abroad, and holders now name \$1.15 to \$1.17½ and the tendency is still upward.

Cajuput maintains its firm position at the range of 58c to 60c for native and 50c for Formosan.

Cassia is firmer under the same influences as affect anise and 75 to 80 per cent. is now quoted at 77½c to 80c.

Cedar leaf oil is in better supply and there are offerings at 60c with up to 65c named. Oil of the wood is held and selling at 20c to 25c, as to quality and quantity.

Clove is held with more firmness, but quotations do not change from 77½c to 80c for cases and 80c to 82½c for bottles.

Lemon and the remainder of the Messina essences are held with marked firmness. It is difficult to get any supplies of lemon at the inside price of 55c and 60c is more generally quoted. Sales of sweet orange are reported at \$1.70 and of bergamot at \$2.10 to \$2.25.

Peppermint continues to attract the interested attention of dealers, owing to the conflicting nature of the reports from producing points. Inquiry continues active, especially for export, and holders have advanced the price on small quantities from \$2.35 to \$2.40, while case oil is variously held at \$3.00 to \$3.25, as to seller, the manufacturers' (HGH) price being \$3.10.

Sassafras, artificial, is finding moderate sale at 24c.

#### Gums.

Acacia has sold actively since our last, and a firmer feeling has developed in sorts, the amber grades of which now command 6½c; for choice white up to 11c is named.

Aloes, Curacao, is held with increased firmness, owing to a temporary scarcity and the fact that the limited available supply is closely concentrated; holders now ask 6½c to 7c. Barbadoes is quiet but steady at 15c to 16c.

Asafetida is selling in a moderate jobbing way and values are well sustained at the previous range of 15c to 17c.

Benzoin, Sumatra, is in improved inquiry, and a firmer tone has been imparted to the market, though quotations are unchanged at 30c to 35c.

Camphor made a sensational advance last Wednesday, the price being raised 4c a pound, to make the range 72c to 72½c for cases, and another advance would cause no surprise; Japanese does not offer at under 75c.

The remainder of the druggists' gums are finding a moderate jobbing outlet at unchanged prices.

#### Roots.

There are few new features of interest to report in this department. Ipecac appears to be working into stronger position, and nothing now offers below \$1.75. Golden seal is maintained steadily at \$1.20 to \$1.25. Alkanet is a shade easier at 7½c to 8c. Aconite has responded to firmer advices from primary sources and quotations have been marked up to 9½c to 10c. Jalap is well maintained at the previous range of 9½c for new and 11c for old. A moderate jobbing inquiry is experienced for Aletris, which is firm at the quoted range of 35c to 38c. Burdock is scarce and firm at 10c. Bleached Jamaica ginger marks a slight advance, being now quoted at 11½c to 14c. There is only a moderate demand for Senega, but values are well sustained at 62c to 64c.

#### Seeds.

Anise, German, has developed increased firmness, and some decline to quote less than 6c; star is well maintained at 19c to 20c.

Caraway, Dutch, is firmer and fractionally higher, the revised quotations being 6½c to 6¾c for prime quality.

Celery is firmer in sympathy with advices from primary sources, and 8c is now generally named.

Coriander is held with increased firmness, natural selling at 7½c to 9¼c. Bleached is scarce and wanted.

Cummin is reported higher in the primary markets, the lay-down cost being figured at 6½c. We quote the range at 6¼c to 6½c for Mogador and 7c to 7¼c for Malta.

Mustard reflects a firmer market, though quotations are nominally unchanged, California being quoted at 4¼c to 4½c, and Trieste brown at 8c to 8½c.

#### Another Silent Salesman.

Safety razors of many makes and of varying degrees of excellence are on the market, but the one that seems to have met with the greatest popularity and the widest sale is the Gem Safety Razor, an instrument that is well known the world over for the simplicity and excellence of its construction, its high finish, and especially the fine temper of its blade. It has the hollow ground edge, precisely the same as the old time Sheffield blade. Druggists everywhere handle these razors and always find it profitable and satisfactory to do so. There are fewer complaints, if indeed there are any, following the sale of the Gem Razor than that of any other safety razor on the market.



The cut of the Silent Salesman shown herewith gives an excellent view of a well-filled case which the Gem Cutlery Company, 34 Reade street, New York, is now offering to the retail druggist under a very attractive proposition on an initial order. The contents of this case, comprising six razors, two sets No. 1, two sets No. 2, one set No. 3, one set No. 4 and three extra blades, bring a total of \$37 at retail. Upon receipt of \$20, which is less than the regular wholesale price, the case and its contents will be forwarded free of charge—just one case to each druggist. Prospective purchasers are advised to mention the AMERICAN DRUGGIST in connection with this offer.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, OCTOBER 23, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 3713 Walnut St.

A. B. ELLIOTT, President.

CASWELL A. MAYO, Ph.G. .... Editor.

THOMAS J. KEENAN. .... Associate Editor.

ROMAINE PIERSON. .... Manager Chicago Office.

\$1.50 a year.

15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT.

It has come to our knowledge that a number of our subscribers throughout the country have erroneously associated the AMERICAN DRUGGIST with a so-called American Druggists' Syndicate, which is operating somewhat after the plan of the United Drug Company. The syndicate in question appears to be attempting

the formation of a co-operative association of retail druggists for the manufacture of proprietary remedies to be sold through the members of the syndicate. In conformity with our custom of giving the news about all new departures in the drug trade, an account of the new venture was printed in the AMERICAN DRUGGIST for August 28, page 115. It is unfortunate that the syndicate should have adopted the name it has, for some pharmacists have been deceived into thinking that the syndicate is operating under the auspices of the AMERICAN DRUGGIST. It should be distinctly understood that neither the AMERICAN DRUGGIST nor the American Druggist Publishing Company has the slightest interest in this syndicate.

Our comment in a recent issue on the objection PECCAVIMUS! made by an English pharmacist to our pharmacopœial synonym for the Latin title *Ipecacuanha* has elicited a very interesting contribution for our correspondence columns. Mr. Henderson makes no apology for his reflection on what he considers a philological sin. He is, indeed, grieved that Americans are so old in this kind of sin. The editors of the AMERICAN DRUGGIST would be happy if all their critical statements were so fruitful of interesting material as was the criticism of Mr. Henderson's unfamiliarity with the United States Pharmacopœia. It is to be hoped that his letter in this issue will attract the attention of the reviser of the Pharmacopœia who had to do with the fixing of assay standards for crude drugs, and of some large dealer in belladonna root who is competent to speak of market conditions.

One of our Michigan subscribers favored us with a letter which was printed in the preceding number in which he called us to task for not including tincture of nux vomica in the table of pharmacopœial preparations the strength of which had been decreased, his reference being to our review notice of the newly revised edition of the U. S. Pharmacopœia in the issue for August 14. Our correspondent has succeeded in convincing himself that the tincture of nux vomica of the U. S. Pharmacopœia, 1900, was only one-half the strength of that of the U. S. Pharmacopœia, 1890, and we allowed him to have his say regarding his discovery, being confident that some member of our numerous family of readers would arise to set him and any others of his way of thinking right. That our confidence has not been misplaced may be seen by the contradiction of our correspondent's statement which is made elsewhere in this issue by Dr. A. B. Lyons, of Detroit. Dr. Lyons throws needed light on a subject which had not been entirely clear to the average pharmacist and we commend a careful perusal of his letter to our readers, as it will set many of them straight on a matter of importance.

Representative Tawney, of Minnesota, who is a member of the House Committee on Appropriations, proposes to place a tax upon patent medicines containing alcohol in accordance with the proportion of alcohol and regardless of the medicinal ingredients. He admits that "it now looks possible to avoid any legislation of an extensive character during this fiscal year to meet the deficit in the Treasury," but, according to press dispatches, adds, "There is one small source of revenue that we have overlooked up to this time that may be inquired into at the coming session. That is the matter of placing a suitable tax upon patent medicines containing large percentages of alcohol, as many of them do. The Commissioner of Internal Revenue a short time ago rendered a decision which affects these medicines, but his decision

deals with those medicines that contain comparatively little medicinal qualities and much alcohol. It seems to me that any patent medicine containing large quantities of alcohol, regardless of its medicinal ingredients, ought to pay tax in accordance with the proportions of alcohol contained. I have not gone into this question fully, but I shall investigate it with care." It is quite evident that Mr. Tawney has not "gone into this question fully"; but even ordinary familiarity with the burdens already imposed by the Government upon users of alcohol should be sufficient to convince one of the injustice of this new scheme. Alcohol used in patent medicines is heavily taxed at present, and Commissioner Yerkes' recent ruling, if enforced, will increase the proprietary medicine manufacturer's taxes. Furthermore, Mr. Tawney's plan, if confined to patent medicines, would be discrimination, for there are many medicinal preparations in which alcohol is used, but which are not known as "patent medicines." The alcohol used in such articles is likewise already heavily taxed under existing laws.

#### Assayed Belladonna Root.

In a letter to the editor which appears in another column H. John Henderson, of Hitchin, England, offers some criticisms of the United States Pharmacopœia standard for belladonna. Mr. Henderson examined four specimens of belladonna root grown, dried, and powdered by his firm, with the result that the total mydriatic alkaloids found amounted to 0.574, 0.45, 0.25 and 0.43 per cent., respectively, in the four different samples. Of 30 samples examined by him only two reached the pharmacopœial requirements of the United States—namely, 0.50 per cent. total mydriatic alkaloids. With these facts before him Mr. Henderson is inclined to question the wisdom of placing our standard for the crude drug at 0.50 per cent. and favors standardization at 0.40 per cent.

Dr. Lyons, of Detroit, found that the average alkaloidal content of the roots examined by him was 0.55 per cent., the variation ranging from 0.3 to 0.8 per cent. Seward W. Williams in a paper read before the American Pharmaceutical Association in 1890 placed the average percentage of total mydriatic alkaloids at 0.50 per cent., basing his conclusions upon a large number of commercial assays. Omitting one of the samples examined by Mr. Henderson which yielded only 0.25 per cent. and which he himself tells us was gathered at the wrong time, the average yield of the three samples was over 0.49 per cent., which does not fall far below the U. S. P. requirement. It is possible, of course, that the belladonna root now supplied has deteriorated somewhat in total alkaloidal strength, for the observations of Mr. Henderson were all made during the current year, while those of Lyons and Williams were made about 15 years ago. We understand, however, that our manufacturers now find no great difficulty in securing supplies of the root complying with the pharmacopœial requirements.

Mr. Henderson's suggestion that all root assaying less than the required standard be excluded from our market is open to a serious objection, for we may find in the market a root assaying as high as 0.65 per cent. or even 0.80 per cent., and if a manufacturer wanted to prepare a fluid extract assaying just 0.50 per cent. total alkaloids he could use a ton of root assaying 0.65 per cent. and mix with this a ton assaying 0.35 securing a mixture which would yield the total required alkaloids of 0.50 per cent. resulting in a satisfactory pharmaceutical preparation containing the full quota of any other constituents which might be present in the amount of root used. If, however, we should bar out any root falling below 0.50 per cent. alkaloids the manufacturer in order to reduce his preparation to the U. S. P. standard would be required to either dilute the fluid extract or dilute the crude drug with some inert substance

and would thus be practically forced into sophistication. It might possibly be advisable to have some minimum standard of total alkaloids for the crude drug which could be used by the customs authorities in excluding any inert root which might be offered, but here the difficulty presents itself that commerce would surely adopt the lowest recognized standard and we would soon find that the lowest standard was the only one available.

We believe that the establishment of definite standards of alkaloidal assay for crude drugs will have a wholesome effect on the market and are confident that the standards adopted for belladonna are not higher than are justified by market conditions; in other words, that it is possible to find an ample supply of belladonna root assaying a total of 0.50 per cent. alkaloid. In this connection it may be observed that while the U. S. Pharmacopœia refers to total mydriatic alkaloid no steps are taken to separate out any other possible alkaloidal bodies that may be present, it being assumed that the total alkaloids are mydriatic in character. It may be that this point has been overlooked by Mr. Henderson.

#### A Spanish Edition of the United States Pharmacopœia.

We have directed attention from time to time to the desirability of securing the publication of a Spanish edition of the United States Pharmacopœia. This matter is again brought to notice by the adoption by the International Sanitary Conference of the Pan-American Republics of a resolution favoring the publication of such a work. This conference, which met at Washington on October 12, adopted resolutions in favor of the publication of a Spanish edition of the United States Pharmacopœia. The fact that a formal resolution of this character has been adopted by so important a body will give emphasis to what we have frequently said in these columns as to the great desirability of this work being undertaken at the earliest possible moment.

Owing to the large infusion of purely commercial matters into American pharmacy, our Spanish-speaking *confrères* are inclined to do us but scant justice in their valuation of our pharmacy. If they could be made acquainted with our Pharmacopœia we are confident they would be able to make a truer appraisal of the skill and knowledge of our pharmacists and pharmaceutical chemists.

Even if the publication of the work cannot be undertaken by the International Sanitary Bureau or by the Bureau of American Republics, as proposed in the resolutions, it should be done in some way, and the Board of Trustees of the Pharmacopœial Convention would, we think, be amply justified in supplying the funds necessary to undertake the publication of the Spanish edition.

It is true that such a step was not contemplated by the convention of 1890, but that convention placed ample power in the hands of the board to do as it might see fit in such matters. Aside from the popularization of American pharmacy and American pharmaceuticals in the Spanish Americas through the publication of the proposed translation, it seems to us that the Board of Trustees owe it to the very large number of Spanish-speaking citizens of the United States resident in Puerto Rico and the Philippines to provide them with a Spanish edition of the legal standards of medicine under which their drugs are or ought to be dispensed. Furthermore, the interest which has been manifested in the proposed work gives the fullest assurance that the returns received from the publication of such a volume would more than offset the cost involved. Its publication would undoubtedly prove a successful commercial venture.



(Written for the American Druggist.)

## THE PHARMACOGNOSY OF THE NEW PHARMACOPŒIA.

By PROF. L. E. SAYRE,

Dean of the School of Pharmacy of the University of Kansas, Lawrence, Kan.

(Continued from page 97.)

Reviewing the new Pharmacopœia from the standpoint of the pharmacognosist, as before stated, we will present to view the official organic drugs in their family groupings, commencing with the lower orders.

**ALGÆ.**—Chondrus is retained.

**FUNGÆ.**—Ergota is still the important representative. The process for making its extract has been greatly improved.

**LYCOPODIACEÆ.**—Lycopodium is still official.

**FILICES.**—Aspidium.

**GRAMINACEÆ.**—Triticum, Zea, Amylum and Saccharum remain. Maltum, with its Extract, has been added.

**ARONIEÆ.**—(Formerly Araceæ) Includes Calamus only.

**PALMÆ.**—We have, in this newly introduced family, Sabal: The partially dried ripe fruit of *Serenoa serrulata* (Roemer and Schultes) Hooker filius. We have, however, no official preparation of this drug. It is to be hoped that physiological and pharmaceutical investigation will lead to the preparation of a reliable preparation from the partially dried fruit as well as from fresh fruit. If the partially dried ripe fruit be official a preparation from it is worthy of a place in the official list.

**LILIACEÆ.**—Seven official drugs are contained therein, namely: Sarsaparilla, Convallaria, Veratrum, Scilla, Colchici Cormus, Colchici Semen and Aloe. The American Hellebore and White Hellebore (*V. viride* and *V. album*) are now included in the term Veratrum. The term Aloe includes, or replaces, the Barbadoes and Socotrine of 1890, but we are not supplied with an assay process. Our experience is that there is no reliable assay that will give uniform results such as would recommend it as an official process. (Allium is dropped.)

**SCITAMINEÆ.**—The two drugs Zingiber and Cardamom are now placed in the family Zingiberaceæ.

**ORCHIDACEÆ.**—Cypripedium and Vanilla.

**CONIFERÆ.**—Many of the terebinthinate drugs have been transferred to the Pinaceæ, as was mentioned in a previous paper. (Pix Burgundica dropped.)

**CUPULIFERÆ.**—The tannin bearing plants still remain in the official list. Castanea has been dismissed.

**URTICACEÆ.**—Ulmus (now placed in the family Ulmaceæ), Humulus, Lupulinum, Cannabis Indica and Ficus (now in the family Moraceæ).

**EUPHORBIACEÆ.**—Retains Stillingia, Elastica, Oleum Ricini and Oleum Tiglli. Cascarella and Kamala are dropped.

**SANTALACEÆ.**—Oleum Santali.

**THYMELACEÆ.**—Mezereum.

**LAURACEÆ.**—Includes the aromatics Cinnamon, Sassafras, Camphor, etc. The Ceylon and Saigon cinnamon barks only are official, but the Oil of Cinnamon is defined as a volatile oil distilled from Cassia Cinnamon yielding, when assayed, not less than 75 per cent. of cinnamic aldehyde.

**MYRISTICACEÆ.**—Myristica and oleum Myristica. (Macis dropped.)

**PIPERACEÆ.**—Cubeba, Piper, Matico and Oleum Cubeba.

**ARISTOLOCHIACEÆ.**—Serpentaria.

**POLYGONACEÆ.**—Rheum. (Rumex dropped.)

**PHYTOLACACEÆ.**—Phytolacca. (Phytolacca fructus dropped.)

**CHENOPODIACEÆ.**—Oleum Chenopodii. (Chenopodium dropped.)

**LABIATÆ.**—The Mint family furnishes the same group of aromatics, including the two mints, Hedeoma, Marrubium, Scutellaria, Salvia and Oleum Lavandulæ Florum.

**SCROPHULARIACEÆ.**—Digitalis, Leptandra.

**SOLANACEÆ.**—Belladonna (root and leaf), Stramonium leaf (seed dropped), Hyoscyamus, Capsicum and Scopola. The latter drug is assayed and should yield "not less than 0.5 per cent. of its alkaloids." It is recognized for the first time by the Pharmacopœia. Dulcamara is dropped from the official list, and so is Tabacum.

**CONVOLVULACEÆ.**—Jalapa, Scammonium.

**HYDROPHYLLACEÆ.**—Eriodictyon.

**GENTIANACEÆ.**—Gentiana, Chirata.

**LOGANIACEÆ.**—Nux Vomica, Gelsemium, Spigelia.

**OLEACEÆ.**—Manna, Oleum Olive.

**APOCYNACEÆ.**—Apocynum, Strophanthus. (Aspidosperma dropped.)

**STYRACEÆ.**—Benzoinum.

**ERICACEÆ.**—Uva Ursi, Chimaphila, Oleum Gaultheriæ.

**CAMPANULACEÆ.**—Lobelia.

**COMPOSITÆ.**—Taraxacum, Pyrethrum, Lappa, Arnica Flores, Eupatorium, Grindelia, Oleum Erigerontis, Lactucarium, Matricaria, Santonica, Calendula. (Arnica Radix and Tanacetum dropped.)

**VALERIANACEÆ.**—Valerian.

**RUBIACEÆ.**—Ipecacuanha, Cinchona, Cinchona Rubra. Concerning the term cinchona the Pharmacopœia makes a very broad statement, claiming for this bark *Cinchona Oalisaya, officinalis, Ledgeriana* and hybrids of these with other species of Cinchona, yielding the proper amount of total alkaloids and ether-soluble alkaloids. Red Cinchona is required to have definite percentage of total alkaloids only.

**CAPRIFOLIACEÆ.**—Viburnum Opulus, Viburnum Prunifolium. (Sambucus dropped.)

**UMBELLIFERÆ.**—In this order the same number of aromatic fruits (Anise, Caraway, Coriander, etc.) is official, also Sumbul, Asafoetida and Conium. Ammoniacum dismissed from the official list.

**CUCURBITACEÆ.**—Colocynthis, Pepo. (Bryonia dropped.)

**PUNICACEÆ.**—Granatum.

**MYRTACEÆ.**—Eucalyptus (and oil), Caryophyllus (and oil), Pimenta (and oil), Oleum Cajuputi.

**HAMAMELIDACEÆ.**—Hamamelidis Folia, Hamamelidis Cortex, Styrax. Under the title Hamamelidis Cortex both the bark and twigs are official. Hamamelis (1890) is now Hamamelidis Folia. The new preparation, Aqua Hamamelidis, is made from the bark only; the fluid extract is made from the leaves.

**ROSACEÆ.**—Eleven different products from this family are official, including Prunus Virginiana, Amygdala and its products, Quillaja, Rosa Gallica, Oleum Rosæ, Rubus and Cusco. (Two products, Rosa Centifolia and Rubus Idæus, dropped.)

**LEGUMINOSÆ.**—Seventeen different drugs from this family remain in the official list: Glycyrrhiza (and Extract) Hæmatoxylon, Santalum Rubrum, Senna, Scoparius, Cassia Fistula, Tamarindus, Physostigma. The gums: Acacia and Tragacanth. The extracts Kino, Gambir (formerly Catechu). The liquids: Copaiba, Oleum Copaiba, Balsamum Peruvianum and Balsamum Tolutanum. (Resina Copaibæ dropped.)

**ANACARDIACEÆ.**—Rhus Glabra, Mastiche. (Rhus Toxicodendron dropped.)

**SAPINDACEÆ.**—Guarana.

**RHAMNACEÆ.**—Frangula, Rhamnus Purshiana.

**CELASTRACEÆ.**—Euonymus.

**BURSERACEÆ.**—Myrrha.

**SIMARUBACEÆ.**—Quassia.

**RUTACEÆ.**—Eight different products are still found in this group. Besides the orange and lemon products we have Xanthoxylum, Buchu and Pilocarpus.

**GERANIACEÆ.**—Geranium.

**ZYGOPHYLLACEÆ.**—Gualiacum (resin); (Gualaci Lignum dropped.)

**LINACEÆ.**—Linum (and oil), Coca. The latter drug transferred to the family Erythroxylaceæ.

**STERCULIACEÆ.**—Oleum Theobromatis.

**MALVACEÆ.**—Besides the products of the cotton plant, Gossypium herbaceum, we have Althea still official.

**GUTTIFERÆ.**—Gambogia.

**POLYGALACEÆ.**—Senega and Krameria, the latter drug has been transferred to the family Krameriaceæ.

**CRUCIFERÆ.**—The same products of the mustard family are still official—namely, the two seeds and the volatile oil.

**PAPAVERACEÆ.**—Opium and Sanguinaria. (Chelidonium dropped.)

**BERBERIDACEÆ.**—*Caulophyllum* (dismissed from official list), *Podophyllum* and *Berberis*. The last named drug is from the root and rhizome of *Berberis Aquifolium* and other species of *Berberis*. It is the well known Oregon Grape Root, newly introduced.

**MENISPERMACEÆ.**—*Calumba* and *Pareira*. *Menispermium* of this family has been dropped.

**RANUNCULACEÆ.**—*Cimicifuga*, *Hydrastis*, *Staphisagria* and *Aconitum*. (*Pulsatilla* dropped.)

The members of the family *Iridaceæ*, *Iris* and *Crocus*, have been dismissed.

The one member of the *Juglandaceæ*, *Juglans*, is dropped.

The *Asclepiadaceæ*, formerly represented by *Asclepias* (*Pleurisy* root), is no longer in the official list of families.

The family *Lichenes* (formerly represented by *Cetraria*) does not appear in the official list.

*Magnoliaceæ*, formerly represented by *Illicium*, does not appear in the new *Pharmacopœia*.

TO BE CONCLUDED.

(Written for the American Druggist.)

### THE PHARMACOPŒIA OF THE UNITED STATES.

By JOHN HUMPHREY,

Editor of *The Pharmaceutical Journal*.

Professor Remington and his colleagues have performed with great skill the difficult task of choosing between opposite opinions on important questions of principle and procedure. Their decisions meet, for the most part, with my hearty approval. For instance, the adoption of the "purity rubric" and of average doses is likely, I think, to redound to the advantage of the sick person and his physician, as well as to lighten the burden of anxiety resting on the pharmacist, on whom both depend for a safe dose of a reasonably pure drug. As an old advocate of the metric system, I was specially pleased to learn some months ago that metric weights and measures only were to be used in the formulas, while the adoption of general methods for the preparation of classified galenicals has much to commend it.

I am not, however, one of those who are disposed to shower blessings on each and every extension of official "standardization." I am not quite sure that the clinicians and pharmacologists of the United States have as yet decided upon their requirements with sufficient definiteness to warrant pharmacopœial standards for the drugs of the group which includes *hyoscyamus*, *belladonna* and *scopola*, or for some other newly "standardized" drugs. The tendency of the pharmacist to make assumptions with regard to active principles before the medical man has decided upon his requirements should be sternly kept in check. I do not know whether American pharmacists rely on their wholesaler for "standardized" preparations to the same extent as prevails in Great Britain, but this question is not perhaps of pressing importance, since the assay processes of the "U. S. P." seem to be for the most part reasonably simple and of a kind to be performed by any practical pharmacist who takes a pride in his profession.

I must confess that I am not in love with a nomenclature which embraces "ipecac" and "fluid extractum," although I recognize how much some American writers have done for our common language. But to a British pharmacist it is very gratifying to notice, particularly as regards the chemical portion of the work, that improved methods, originally suggested in the pharmaceutical literature of Great Britain, have in so many instances been noted for adoption in the eighth decennial version of the United States Pharmacopœia—a revision which, in my view, reflects great credit upon all who have been concerned in its compilation.

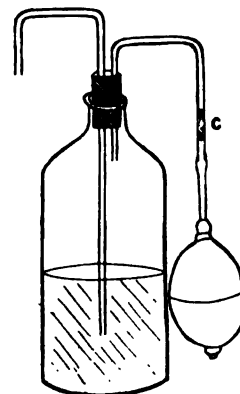
**Clay for Asiatic Cholera.**—Dr. J. Stumpf declares in *Berliner Klinische Wochenschrift* that if powdered clay is given in large doses—70 to 100 Gm. for an adult, 30 Gm. for a child, or 10 to 15 Gm. for an infant—upon an empty stomach it is capable of affording great relief in Asiatic cholera; the fever, when present, is rapidly abated and the patient falls asleep—in fact, he may have to be awakened to renew the treatment, the above mentioned quantities being divided into small doses.

### A DISPENSING BOTTLE FOR STERILIZED PHARMACEUTICAL PREPARATIONS.<sup>1</sup>

By HENRY KRAEMER,

Philadelphia, Pa.

That micro-organisms are present in pharmaceutical preparations as ordinarily prepared, particularly in aromatic waters, has been known for a great many years, this knowledge dating back as far as the investigations of Biasoletto, of Trieste, 1802. During the past 25 years quite a number of papers dealing with the changes in pharmaceutical preparations due to micro-organisms have been published. One of the most valuable of these papers was that by Von der Wielen, published in the *Pharmaceutische Zeitung* some years ago, in which the subject of sterilization in pharmaceutical practice is extensively considered.



Under ordinary circumstances, many pharmaceutical preparations, such as infusions, syrups, solutions, medicated waters, etc., will not keep for any great length of time unless some preservative is added. It is well known, on the other hand, that many of these preparations will

keep almost indefinitely if prepared and kept under sterile conditions, except in those solutions where chemical changes take place, as with solutions of cocaine and of chloral, or where heat injures the preparation, as syrup of lemon.

Generally speaking, it is a mistake to use substances which are considered to be in the nature of preservatives in the keeping of pharmaceutical preparations. Unless these substances are used intelligently they serve to increase the tendency of the preparations to which they are added to spoil rather than to prevent changes due to micro-organisms. Even glycerin, which is considered such an excellent preservative for pharmaceutical preparations, has really but very feeble antiseptic and germicidal properties. Rosenau has shown (Bulletin No. 16 of the Hygienic Laboratory, of the United States Public Health and Marine Hospital Service) that if less than 10 per cent. of glycerin is added to a nutrient media the growth and multiplication of many forms of bacteria are accelerated, and that not less than 50 per cent. by volume of glycerin is necessary to restrain all bacterial growth in a solution.

While it is comparatively easy to prepare a sterile solution and to keep it in this condition with the apparatus that the bacteriologist uses, this apparatus is not convenient for dispensing purposes. The subject of handling and dispensing sterilized pharmaceutical preparations has occupied my attention for some years past, and in 1903-1904 one of my students, Dr. Wilbur L. Lafean, made at my suggestion a dispensing bottle, which I am about to describe, and with which we carried on a number of experiments for testing its efficiency. Some of these preparations have kept for nearly two years now.

In construction the bottle is a modified combination of an atomizer and the ordinary wash bottle of the laboratory. An ordinary bottle is fitted with a rubber stopper through which two glass tubes pass. These glass tubes are bent at right angles and the free ends directed downward, as in the illustration, experience showing that the micro-organisms in air tend to fall downward rather than rise, and thus their entrance into the tubes is obviated. The tube through which the air is forced for expelling the liquid has inserted in it a small plug of absorbent cotton (c) for filtering the air, and this end is connected with an atomizer bulb. The atomizer bulb can, of course, be detached and used on other bottles.

The method of making sterile preparations and of using this bottle is as follows:

1. The bottle is washed in the usual way, then rinsed with

<sup>1</sup> Read at the fifty-third annual meeting of the American Pharmaceutical Association, held at Atlantic City, N. J., September, 1905.

sterilized water. It is then allowed to drain, and when dry it is heated in a hot air oven at a temperature of 130 to 150 degrees C. for 30 to 45 minutes.

2. The preparation is placed in the sterilized bottle immediately after being prepared. The bottle is stoppered with a loose plug of sterilized cotton and a paper cap placed over the mouth. The bottle containing the preparation is then placed in a steam sterilizer and heated at a temperature of 100 degrees C. for 30 minutes on three consecutive days.

3. The rubber stopper and the attached tubes are sterilized in a steam sterilizer at 100 degrees C. for 30 to 45 minutes, or better in an autoclave at 110 degrees C. for 15 minutes.

4. Before sterilizing the preparation the third time the absorbent cotton and paper cap are removed, and the previously sterilized stopper and the attached tubes are introduced.

5. When cool the preparation can be used as needed by simply attaching the atomizer bulb and using in the ordinary way.

There are other useful containers, as the one described by Mr. Gane a year ago at the meeting of this association, but these have their special merits and are used in a somewhat different manner.

#### A PHARMACEUTICAL DIFFICULTY.<sup>1</sup>

By H. A. B. DUNNING,  
Baltimore, Md.

Having been requested by the Section on Practical Pharmacy and Dispensing of the A. Ph. A. to present the discussion of the subjoined recipe in the form of a paper, the subject could, I thought, be made quite interesting by laying before you the various ways in which this mixture was compounded and the reasons therefor. The object was to obtain a homogeneous mixture, which, after separating, could be readily shaken up. The recipe:

|                                 |     |
|---------------------------------|-----|
| Lead acetate.....               | ℥ss |
| Lac. sulphur.....               | ℥ss |
| Ess. bergamot, 10 per cent..... | ℥ss |
| Alcohol.....                    | ℥ij |
| Glycerin.....                   | ℥ij |
| Ammonia water.....              | ℥ss |
| Tinct. cantharides.....         | ℥ss |
| Dist. water, q.s.....           | ℥i  |

It was first prepared by rubbing the sulphur to a smooth paste with the glycerin, then adding the lead acetate, previously dissolved in water, followed by the water of ammonia, tincture of cantharides, the alcohol and the essence of bergamot, previously mixed. This procedure resulted in a mixture by no means homogeneous, the sulphur being suspended in floculi, part rising to the top and part settling to the bottom.

It was then mixed as follows: The lead acetate and the sulphur, finely powdered, were rubbed up with the glycerin and the ammonia water added. After standing a short time the water was added, and, finally, the alcoholic solutions previously mixed. This last method was modified by mixing the alcoholic solutions and water before adding to the other ingredients.

Many other experiments were tried, as rubbing the lead acetate and sulphur with the alcoholic solution first, then adding the aqueous solution, and, in my opinion, all conceivable ways of mixing, except one. The result always showed floculi of sulphur floating in the mixture. As the customer did not wish any suspending agent added, and did wish a smooth mixture, it was, using a slang phrase, "up to us."

It was learned that the trouble was due primarily to the essence of bergamot, and, secondarily, to the tincture of cantharides.

I found that a perfectly homogeneous mixture resulted if the tincture of cantharides and essence of bergamot were mixed with the alcohol and rubbed with precipitated calcium phosphate, all the other liquids added excepting the ammonia water and glycerin, the mixture then filtered, the ammonia water and glycerin added, and, finally, the mixed liquids rubbed with the sulphur and lead acetate.

The explanation is that the excess of oil thrown out of solu-

tion from the essence of bergamot by dilution with water and the resinous matter from the tincture of cantharides are grasped by the sulphur, as is demonstrated by the fact that a perfectly clear solution appears when the sulphur separates from the liquid portion. This causes the unsatisfactory mixture, previously described, because the oil and small amount of resinous matter held by the sulphur cause it to ball rather than to mix smoothly.

It is thought that this difficulty is rather unusual, as probably a very few would at first suspect that the essence of bergamot or so small a quantity of tincture of cantharides would be the disturbing element in this mixture.

#### Waxes for Floors, Furniture, Etc.

In a series of articles on the treatment at home by the head of the house of little jobs that would otherwise be sent to the cabinetmaker or carpenter, the *Ungar Werkm. Zeitung* (quoted by *Neueste Erfindungen und Erfahrungen* and translated for *National Druggist*), says:

Make a wood polishing wax with the following formula:

|                        |           |
|------------------------|-----------|
| White beeswax.....     | 16 parts. |
| Colophony.....         | 4 parts.  |
| Venice turpentine..... | 1 part.   |

Melt the articles together over a gentle fire, and when completely melted and homogenous pour into a suitable earthenware vessel, and stir in, while it is still warm, 6 parts of the best French turpentine. Let stand for 24 hours, by which time the mass has acquired the consistence of soft butter and is ready for use. Its method of use is very simple. It is smeared in small quantities on woolen cloths, and with these is rubbed into the wood.

This is the best preparation, but one in which the beeswax is merely dissolved in the turpentine in such a way as to have the consistence of a not too thin oil color will answer. The wood is treated with this, taking care that the surface is evenly covered with the mixture, and does not sink too deeply in the ornaments, corners, &c., of the woodwork. This is best achieved by taking care to scrape off from the cloths all excess of the wax.

If in the course of 24 hours the surface is hard, then with a stiff brush go over it, much after the manner of polishing a boot. For the corners and angles smaller brushes are used. When necessary, stiff pencils may be employed. Finally, the whole is polished with plush or velvet rags. With these soft, thin flowing masses one is certain of never hurting the original polish.

Articles that are always exposed to the water, floors, doors, especially of oak, require from time to time to be saturated with oil or wax. A house door with a rich profile and plentifully decorated with wood carving will remain without shrinking or warping the joints tight and without a break, even where the sun shines hottest on it, where it is frequently treated to saturation with wax and oil. Here a plain dosage with linseed oil is sufficient. Varnish without the addition of turpentine should never be used, or if used it should be followed by a coat of wax.

A good floor wax is composed of 2 parts of wax and 3 parts of Venice turpentine, melted in the water bath, and the mixture applied while still hot, using a pencil or brush for the application, and when it has become solid and dry, diligently rubbed or polished down with a woolen cloth or with a floor brush especially made for the purpose.

An emulsion of 5 parts of yellow wax, 2 parts of crude potassium carbonate and 12 parts of water, boiled together until they assume a milky color and the solids are dissolved, used cold, makes an excellent composition for floors. Any desired color may be given this dressing by stirring in the powdered coloring matter. Use it exactly as described for the first mass.

The following formulas are for colored waxes for the floor. For yellow use:

|                            |               |
|----------------------------|---------------|
| Caustic soda solution..... | 15 parts.     |
| Ocher, pulverized.....     | 3 to 4 parts. |
| Yellow wax.....            | 5 parts.      |

Mix the ingredients and boil together until they form a homogeneous mass. For red brown use 2 parts of umber instead

<sup>1</sup> Presented at the Atlantic City meeting of the American Pharmaceutical Association September, 1905.

of ocher. A nut-brown shade is given by using a half part of umber, 1 part of burnt umber and 1 part of yellow ocher. The prepared wax is mixed at the moment of use with sufficient hot water to make a thin, syrupy fluid. It is put on with a stiff brush, and before it is quite dry it is rubbed down with another stiff brush, such as is used for polishing shoes. One coat, especially on new floors, is rarely sufficient, and it is customary to give another exactly as was the first. Don't make the mistake of attempting to cover too much floor space at one time. Just how much space may be covered at one time depends upon the individual, and largely, too, upon the manner in which the mixture is kept warm. The after treatment of floors is the same as directed for other work, scrubbed off with brushes and polished with woolen cloths.

### THE LATEST REMEDIES.

#### Brief Notes on the Newer Additions to the *Materia Medica*.

(Continued from Page 166.)

**Fitina** is described as an organic compound of phosphorus isolated from the seeds of vegetables in which it abounds. The phosphorus in fitina is said to be readily assimilated by the body. Advantageous results have been obtained from its use in all cases where the phosphorus of the body was deficient in quantity. It is said to be specially valuable in neurasthenia, hysteria, and diabetes, when the nervous functions are lowered; it is also used in cases of rachitis, when the digestive apparatus is unable to elaborate organic phosphates from the food.

**Sanoform** (Methyl-di-iodosalicylate).—This is an odorless white powder said to be quite devoid of toxicity; it dissolves when in contact with moist surfaces of living tissues and slowly liberates iodine and salicylic acid.

**Suprarenal tonogen** is a solution of suprarenal extract, Gm. 0.1; chloretone, Gm. 0.5; sodium chloride, Gm. 0.7; in water, Gm. 100. Made by Apotheker Richter, Budapest.

**Tachysan** is represented to be a distillation product of equal parts of the wood of *Cinnamomum camphora* and the entire plant of *Artemisia cina* and *Mentha piperita*. According to this it would contain camphor, wormseed oil and peppermint oil. It is employed as an embrocation for the relief of pain. Made by Paul Hentschel, Zwönitz, Germany.

**Tannalborin** is a compound of aluminum subgallate with 10 per cent. of sodium borate. It is a grayish brown powder, intended chiefly for veterinary use.

**Tannin albuminate** has been introduced in medicine as a substitute for tannalbin, without infringing on the tannalbin patent. It is made by Rump & Lehnert, Hanover, Germany.

**Therapogen** is an oleaginous soap fluid representing a water soluble compound of various terpenes with members of the naphthalin group which has been recommended as an antiseptic and deodorizer. Used in 3 per cent. solutions as a vulnary and wash.

**Thermiol** is a 25 per cent. solution of sodium phenylbismutholate which is used as a spray and inhalation in tuberculosis of the lung in the form of 1 to 3 per cent. solutions. Prepared by Dr. T. Schuchardt, Görlitz.

**Thiderol** is the name given by a Swiss apothecary to a 2 per cent. syrup of gualacal.

**Thiocolin** is represented to be a compound syrup of the gualacalates containing 6 parts of gualacal sulphate, 1 part bismuth loretinate, 60 parts distilled water and 33 parts of syrup. Made by Chemische Fabrik Erfurt, Erfurt-Illversgehofen, Germany.

**Thiolan** is a mild sulphur ointment in which the sulphur is partly in a state of solution and partly in suspension. Used in dermatology. Made by J. C. Schuster & Co., Leipzig, Germany.

**Thiovinol** is one of the numerous gualacal syrups, said to contain gualacal 6 parts; extract of thyme, 20 parts; distilled water, 40 parts, and syrup, 34 parts. Made by Chemische Fabrik Erfurt, Erfurt-Illversgehofen, Germany.

(To be continued.)

### COLLEGE OF PHARMACY DEGREES.<sup>1</sup>

By M. I. WILBERT.

Apothecary to the German Hospital, Philadelphia.

A history of the degrees conferred by the several pharmaceutical colleges in America necessarily implies a review of the rise and progress of pharmacy itself and the accompanying necessity for technical training in a college or school devoted, in whole or in part, to the teaching of the several branches of learning that are considered essential in connection with the business, trade or profession of pharmacy. To do this and still keep within the space allotted to a paper of this kind it will be necessary to confine the review to a mere outline of the history of the subject as depicted in the practices of the older or more influential institutions, and not to take cognizance of, or at least not to devote any appreciable amount of space to, the numerous institutions of a more ephemeral character that have taken little or no part in the actual development of the subject immediately under consideration.

#### THE ORIGIN OF DISPENSING PHARMACY IN AMERICA.

It may be well, however, to preface this portion of the paper by a *résumé* of the conditions existing before leading up to the origin of dispensing pharmacy in this country.

Some of the early settlers in the territory now comprised by the United States were accompanied by medical practitioners, and these were themselves the manufacturers and dispensers of such medical preparations as their primitive practice appeared to require. Not infrequently these early medical men also grew, or at least gathered, the herbs, barks and roots from which their remedies were prepared, and in addition attempted to impart the sum total of their medical, botanical, chemical and pharmaceutical knowledge to such apprentices, pupils or disciples as chose to attend them and their practice.

An interesting illustration of the nature and extent of this more primitive instruction in medicine may be found in the Certificate of Medical Proficiency given to one John Kaighin, of Hathfield, in the Province of West New Jersey, by Dr. Christopher Witt, of Germantown, Pa., in 1758. This certificate has been reproduced by Dr. Francis Packard in his "History of Medicine in the United States" and is particularly interesting as evidence that in addition to learning the arts and mysteries of "Chymistry and Physick" this particular disciple was also instructed in "the Astral Sciences, whereby to make a more perfect discovery of the hidden causes of more occult and uncommon diseases."

Mysticism and divination did not, however, take any important part in the medical practices of that day, and the remaining certificates of medical proficiency referred to by Packard are extremely practical in tone and simply indicate that the young men referred to had completed a satisfactory course of apprenticeship and were recommended by their preceptor to the public for their fidelity, industry and the progress they had made in their knowledge of physick.

JOHN MORGAN.

One of these early medical apprentices, John Morgan, was destined to have an important influence on the rise and progress of American pharmacy and it may be well, therefore, to give him more than passing notice.

John Morgan was born in Philadelphia in 1735, and after receiving a liberal education was apprenticed to Dr. John Redman to learn the "Arts & Mysteries of Physick & Chirurgery." After serving his allotted time with Dr. Redman, Morgan was appointed to the position of apothecary to the Pennsylvania Hospital. After one year's service in this position he resigned to become surgeon in a provincial regiment during the French War. Morgan subsequently went to Europe, where he studied in London, Edinburgh and Paris.

On his return to Philadelphia in 1765 he announced his project of founding a medical school in connection with the College of Philadelphia, and also gave notice that he himself

<sup>1</sup> Written for the Lewis and Clark Pharmaceutical Congress, Portland, Ore., 1905, and contributed by the author for publication in the AMERICAN DRUGGIST.

would adhere to "the regular mode of practicing Physick" and would therefore not follow the usual practice of dispensing his own medicines or perform surgical operations.

The medical school in connection with the College of Philadelphia appears to have been successful from the beginning, and the college itself and its immediate successor, the University of Pennsylvania, have contributed materially to advance the science of medicine in all its branches.

The necessary qualifications that were adopted for attending the lectures and obtaining the degrees conferred by this the first medical school in this country are rather interesting, particularly in view of the fact that they included requirements for practical experience as an apprentice somewhat similar to the requirements which have played such an important part in the rise and progress of pharmaceutical education.

#### EARLY MEDICAL GRADUATION REQUIREMENTS.

The following is a copy of the regulations as published in the *Pennsylvania Gazette*:

COLLEGE OF PHILADELPHIA, July 27, 1767.

At a meeting of the trustees, held the twelfth day of May last, it being moved to the board that conferring the usual degrees in Physic on deserving students will tend to put the Practice of Physic on a more respectable footing in America. The motion was unanimously agreed to and the following course of studies and qualifications, after mature deliberation, was fixed on and enacted as requisite to entitle physical students to their different degrees:

#### FOR A BACHELOR'S DEGREE IN PHYSIC.

1. It is required that such students as have not taken a degree in any college shall, before admission to a degree in Physic, satisfy the trustees and professors of the college concerning their knowledge in the Latin tongue and in such branches of Mathematics, Natural and Experimental Philosophy as shall be judged requisite to a medical education.

2. Each student shall attend at least one course of lectures in Anatomy, Materia Medica, Chemistry, the Theory and Practice of Physic and one course of Clinical lectures, and shall attend the practice of the Pennsylvania Hospital for one year, and may then be admitted to a public examination for a Bachelor's Degree in Physic, provided that on previous examinations by the medical trustees and professors such students shall be judged fit to undergo a public examination without attending any more courses in the Medical School.

3. It is further required that each student previous to the Bachelor's Degree shall have served a sufficient apprenticeship to some reputable practitioner in physic and be able to make it appear that he has a general knowledge in pharmacy.

#### QUALIFICATIONS FOR A DOCTOR'S DEGREE IN PHYSIC.

It is required for this degree that at least three years have intervened from the time of taking the Bachelor's Degree and that the candidate be full 24 years of age, and that he shall write and defend a thesis publicly in the college, unless he should be beyond the seas or so remote on the Continent of America as not to be able to attend without manifest inconvenience; in which case on sending a written thesis, such as shall be approved of by the college, the candidate may receive the Doctor's Degree, but his thesis shall be printed and published at his own expense.

The first degrees under these regulations were conferred on a class of ten young men on June 21, 1768, "in the presence of a polite and learned assembly."

The degree of Bachelor of Medicine was not generally adopted by other medical schools and was discontinued in Philadelphia after 1789, as it was found that but few of those who obtained the degree of B.M. ever returned to secure the degree of M.D.

Exactly when the requirements for preliminary experience as an apprentice were rescinded does not appear, but it is probable that little or no attention was paid to it after 1780, when the two schools then existing in Philadelphia were reorganized as the medical department of the still existing University of Pennsylvania.

At this same time the curriculum was greatly extended and several professorships added. Among the latter Dr. Samuel Griffiths was elected to serve as professor of materia medica and pharmacy and Dr. Benjamin Smith Barton was elected as professor of natural history and botany.

#### PHYSICIANS DISPENSED THEIR OWN MEDICINES.

This extension was, in a measure at least, made necessary by the continuance of the well established practice of physicians dispensing their own medicines. This practice continued to be the prevailing one for a number of years, thus practically compelling the then existing medical schools to devote special attention to teaching the several branches of science directly related to pharmacy.

The degrees that were awarded by these early colleges and schools of medicine really represented all that was attainable in the way of scientific instruction in America at that time, and not a few of the graduates, particularly in later years, devoted their

time and their acquired knowledge to other more remunerative pursuits than the practice of their profession. Not the least remunerative among these several occupations were the importation, manufacture and sale of medicines and medicinal preparations for dispensing physicians and the manufacture and exploitation of proprietary or patent medicines designed particularly for household use.

#### DOCTORS OF MEDICINE BECOME PHARMACISTS.

With the growth and development of the larger and more important cities and towns there arose a need, or a want, for well informed apothecaries or dispensing pharmacists. Here again the graduates in medicine were not slow in adapting themselves to the new condition and not an inconsiderable number confined themselves entirely to the practice of pharmacy, in the development of which they took a conspicuous if not a leading part. The rapid accumulation of wealth by men engaged in business as purveyors of medicines soon attracted others that did not possess the necessary educational or moral qualifications, and it was not long before abuses became evident. These abuses attracted the attention of physicians as well as apothecaries, and as early as 1820 the apothecaries of Philadelphia called a meeting to discuss and to devise ways and means of correcting the existing abuses. This first move appears to have been barren of practical results, and in February of the following year the Board of Trustees of the University of Pennsylvania took it upon themselves to attempt to improve and to elevate the practice of pharmacy by bestowing a distinguishing title on such of the pharmacists of Philadelphia as were thought worthy of the honor. They also proposed to provide a systematic course of instruction in the sciences related to pharmacy for such of the apprentices of apothecaries as chose to take advantage of the opportunity.

#### FIRST USE OF THE TITLE MASTER OF PHARMACY.

At the ensuing medical commencement this title—Master of Pharmacy—was conferred on 16 gentlemen, apothecaries, of the city and liberties of Philadelphia.

This action on the part of the trustees of the University of Pennsylvania appears to have been ill timed, or at least not properly prepared for, for instead of meeting with the approval and indorsement of the apothecaries and pharmacists of Philadelphia, as it properly should have done, it met with violent and insurmountable opposition.

The apothecaries of Philadelphia, while acknowledging that abuses had crept into the practice of their profession, were not willing that these abuses should be corrected by the trustees of the university, and were certainly not willing to be dictated to by the professors in the medical department of that institution.

Among other objections that were urged against the newly established course in pharmacy were the proposals to confer distinguishing titles and to give the accompanying lectures and demonstrations to students during the day, or at a time when they were thought to be of greatest use to their employers.

#### THE BEGINNING OF PHARMACY SCHOOLS IN AMERICA.

A general meeting of the apothecaries and druggists of the city and districts was held in Carpenter's Hall, and it was resolved "that the whole profession should form themselves into a society, for the twofold purpose of providing a system of instruction in pharmacy and subjecting themselves to regulations in their business."

This meeting effectually checked the proposed school in connection with the University of Pennsylvania; no scholars were ever enrolled and no lectures were given.

The proposed school of the Philadelphia Society of Apothecaries was almost immediately organized and the society secured as its first teachers two men prominently connected with the drug and apothecary business. Gerard Troost, the first professor of chemistry, was of Dutch origin; he was a Master of Pharmacy and probably also a graduate in medicine, as he is frequently referred to as Dr. Gerard Troost. He was among the first to introduce the manufacture of heavy chemicals into this country, and at the time he was elected as professor to the Philadelphia College of Pharmacy he was engaged in the



manufacture of chemicals in Philadelphia. The professor of materia medica, Dr. Samuel Jackson, was one of the many graduates of medicine who were at that time successfully engaged in the drug and apothecary business. He was the son of a druggist and was at the time of his election as professor engaged in the drug business with his father at 40 North Front street, Philadelphia.

The second and then, as now, really the most important provision in the preamble adopted at the formation of the Philadelphia College of Apothecaries was never actively enforced and in time was all but forgotten.

In 1822 Dr. Gerard Troost resigned the chair of chemistry and Dr. George B. Wood was elected to succeed him. This, it appears, was a fortunate move for the continuation of the school, as it was largely due to the industry and ability of Drs. Wood and Jackson, and later Dr. Bache, that this the oldest now existing American school of pharmacy was able to withstand the indifference, and even active opposition, that it met with after the first two or three years of its existence.

Dr. George B. Wood was particularly active in the interest of the institution and it was largely through his personal efforts that the college was able to secure, and to hold, the position it did among the educational institutions of the country.

#### OPPOSITION TO PROPOSED TITLES.

As noted before, one of the strong arguments advanced by the local apothecaries against the proposed school of pharmacy in the University of Pennsylvania was the objection to the proposed distinguishing titles. This objection appears to have been deeply rooted and in the inauguration and administration of their own school the apothecaries of Philadelphia persistently refused to recognize or to grant titles of any kind. Here again it was Dr. George B. Wood who first pointed out the necessity of recognizing, in a suitable way, the efforts and the sacrifices that are made by young men in their attempt to improve themselves and the advisability of bestowing on them a degree commensurate with their attainments.

The suggestion for this innovation was made in an address delivered November 16, 1824, but it was more than a year later, on January 31, 1826, before the members of the college finally agreed "that in future all students who had completed the attendance on two courses of lectures, had passed a satisfactory examination in the branches taught and were able to furnish satisfactory evidence that they had been engaged in the business of an apothecary, were to be adjudged graduates in the Philadelphia College of Pharmacy." The following summer, on August 23, 1826, five years after the inauguration of the school, four years after its change of name or title and at least two years after the first flush of interest in the institution had waned, this newly created title or degree was conferred on a class of three graduates. For nearly half a century this title remained the only purely pharmaceutical degree known or used in the United States. It is true that the requirements that were made or the instruction that was given in institutions granting this degree were meagre; they did, however, represent a distinct advance on previous conditions, and the degree, unmeaning as it was, was the direct cause of an increase of self respect and an accompanying desire for further learning in the minds of many of its recipients, which have contributed materially to the advancement of our general knowledge. Altogether it must be admitted that the degree of Graduate in Pharmacy has been a credit to its originators and an honor to American pharmacy, whose only distinguishing title it was for more than 40 years.

#### INNOVATIONS FOLLOW.

The requirements that were made, the curriculum that was followed and the degree that was granted at the Philadelphia College of Pharmacy were closely followed by succeeding colleges of pharmacy. The first really notable change was inaugurated by the Maryland College of Pharmacy, in 1841, by the election of Thomas G. Mackenzie as professor of the practice of pharmacy.

This innovation was soon followed by the Philadelphia College, where, in 1846, William Procter, Jr., was elected to fill the newly created chair of the Theory and Practice of Pharmacy.

A more radical innovation in the teaching of pharmacy was inaugurated in 1868 by the institution of a department of pharmacy at the University of Michigan.

This school was an outgrowth of the school of chemistry inaugurated at Ann Arbor several years before, and in common with that school was under the supervision of Prof. Silas H. Douglas, the then professor of chemistry. Among the innovations introduced by this school was the proposition to ignore the time honored requirements for practical experience and to substitute in its stead advanced preliminary education and a more extended curriculum, including practical instruction in laboratory work. This school also adopted the title of Pharmaceutical Chemist, Ph. C., in place of Graduate in Pharmacy, Ph. G., for its graduates. This new title was first conferred in 1870 on a class of 28 students, thus introducing the third of the now existing pharmaceutical degrees.

The radical innovations proposed by the School of Pharmacy of the University of Michigan caused immediate and almost violent opposition. The meeting of the American Pharmaceutical Association and the later instituted conferences of representatives of the teaching colleges of pharmacy constituted the battle ground. The champions of the Ann Arbor school, however, under the able leadership of the late Prof. Albert B. Prescott, were successful in maintaining their position, and as an immediate and a direct outcome of the controversy the older colleges of pharmacy were practically obliged to materially extend their facilities for teaching by adding practical laboratory instruction.

In 1870 the Philadelphia College of Pharmacy instituted a school of practical pharmacy, or a pharmaceutical and chemical laboratory, under the very able direction of the late Prof. John M. Maisch.

About the same time the College of Pharmacy of the City of New York, not being so favorably located, advertised that its "students can attend the lectures and avail themselves of practical laboratory instruction at the laboratory of the School of Mines of Columbia College under the same conditions and mode of tuition as at the laboratories of European universities."

#### FIRST USE OF THE TITLE DOCTOR OF PHARMACY.

The title of Doctor of Pharmacy was first conferred by the Maryland College of Pharmacy, about 1870, as an honorary degree, on several of the prominent members of the college, and the following year it was for the first time conferred on several prominent pharmacists not members of the Maryland College of Pharmacy.

In 1872 the Georgetown Medical College conferred the degree of Doctor of Pharmacy on a druggist in Washington and also proposed to institute a school of pharmacy as a department of Georgetown College. The conferring of pharmaceutical degrees by a medical college created considerable feeling at the time, and at the meeting of the American Pharmaceutical Association in Cleveland, in 1872, the delegate of the Georgetown College of Pharmacy was refused recognition. In this same year a second college at the national capital, the still existing National College of Pharmacy, announced its intention of adopting the title of Doctor of Pharmacy for future graduates in that institution.

#### DIPLOMA MILLS.

The now defunct Tennessee College of Pharmacy was the third to regularly confer the degree of Doctor of Pharmacy on its graduates. This latter, rather short lived, institution, in 1875, was accused of offering to confer the high sounding and pretentious title Doctor of Pharmacy for a consideration without requiring personal attendance on lectures or without subjecting the candidate to a satisfactory examination. This action was again liberally discussed in the meetings of the American Pharmaceutical Association, and in the proceedings of that association for 1875 and for 1876 considerable space is devoted to a rather full report of the discussion on this subject. The impressiveness of the title Doctor of Pharmacy made it particularly susceptible to traffic by the diploma mills of that period and it is said to have been offered repeatedly for a moderate sum.

In 1876 a concern giving its address in Boston, Mass., advertised that "Gentlemen of good moral character who have been three years or more in the druggist business can obtain the degree of Doctor of Pharmacy from the University College of Pharmacy upon writing an essay on some drug or combination of drugs."

The fee for diploma, registration certificate and tickets, \$35, was rather high, and it is probable that very few, if any, regular pharmacists were duped by this particular scheme.

The supposed popularity of the title caused the Philadelphia College of Pharmacy to appoint a special committee to inquire into the feasibility or the practicability of conferring the degree of Doctor of Pharmacy on future graduates of the college.

This committee after mature deliberation unanimously reported against the use of the title by colleges of pharmacy, but also advised that some other additional degree or title might well be adopted, to be conferred on graduates of at least five years' standing who had demonstrated their willingness or ability to aid in advancing the science of pharmacy.

#### ADOPTION OF THE DEGREE OF MASTER OF PHARMACY.

The Maryland College of Pharmacy had made some provision of this kind about 1873, and in 1875 the Philadelphia College of Pharmacy, acting on the recommendation of the special committee mentioned above, also instituted the degree of Master of Pharmacy in Course, "to be conferred on a graduate of this College of not less than five years' standing, who must have been engaged in the practice of pharmacy, or allied scientific pursuits, for the period named since his graduation, and must be of good character and professional repute.

"The candidate shall present to the Dean of the faculty an original dissertation upon some subject connected with any of the branches taught in the college, together with suitable specimens of the results and an account of whatever aid he may have received, also the written evidence of the qualifications above mentioned.

"The application and thesis are to be examined by the Committee on Examinations of the college and after proper investigation they shall report to the Board of Trustees."

This post-graduate degree in the Philadelphia College of Pharmacy has been conferred on but two occasions, the first in 1903 and the second in 1905.

The honorary degree of Master of Pharmacy, instituted by the same college in 1886, was first conferred in 1887 and has been conferred periodically since that time on pharmacists of acknowledged repute. Just here it may be well to pause for a moment to pay a tribute to the professional spirit, noble character and sound judgment of the leaders in pharmacy on the Pacific Coast, as evidenced by the present status and the history of the California College of Pharmacy. This institution, born in 1872, at a time when the craze for high sounding titles appeared to be at its height, and despite the fact that it was fortunate enough to be affiliated with the University of California, and thus in a position to command comparatively high entrance requirements, adopted and has retained the less pretentious degree of Graduate in Pharmacy in connection with its two-year course. The degrees so far enumerated include practically all that were used in 1895, 75 years after the initial meeting by the apothecaries of Philadelphia to eliminate the abuses that had crept into the practice of pharmacy in this country.

Of the 30 schools or colleges of pharmacy that were reported to have conferred degrees in that year, 25 granted the degree of Graduate in Pharmacy, 3 granted the degree of Pharmaceutical Chemist and 2 granted the degree of Doctor of Pharmacy. In at least two of the institutions the degree of Master of Pharmacy had been instituted but not conferred. One institution had conferred the honorary degree of Doctor of Pharmacy and another had conferred the honorary degree of Master of Pharmacy.

#### A PERIOD OF RESTLESSNESS.

About this time a spirit of unrest appeared to manifest itself among the directors as well as the teachers of schools and colleges of pharmacy. An inquiry into the underlying cause for this peculiar unsettled condition would take us too far from the subject immediately under review. Certain it is,

however, that at the meeting of the American Pharmaceutical Association in Denver, Col., in that year there were evidences that fairly well established conditions were about to give way to new experiments and that men supposedly fixed in their ideas and practices were willing to indorse ideas that they had formerly controverted.

The same year also saw what has been termed an epidemic of changes in titles or degrees and a corresponding change in ideas and methods of instruction. The University of Michigan announced that it would institute a four-year course in pharmacy leading to the degree of Bachelor of Science in Pharmacy and that it would also confer the degree of Master of Science in Pharmacy on such of its students as were willing or able to meet the requirements for an additional amount of prescribed work, the regulations and restrictions being similar in every respect to those that governed the conferring of the degrees Bachelor and Master of Science in Chemistry in the same school. This proposition was indorsed by several other State universities having schools of pharmacy, and the requirements in these several institutions, even at the present time, appear to be fairly uniform.

#### A NOTABLE CHANGE.

Among other notable changes in 1895 was the institution by the Philadelphia College of Pharmacy of a three-year course leading to the degree of Doctor of Pharmacy for graduates with and Pharmaceutical Chemist for graduates without drug store experience.

In the following year, 1896, the St. Louis College of Pharmacy announced that it would confer the degree of Bachelor of Pharmacy on such of its students as completed the prescribed course of instruction but did not have the requisite drug store experience, thus adding the seventh known pharmaceutical degree.

The present status of these degrees in American colleges of pharmacy has been well summarized by Prof. J. T. McGill in a paper read at the Kansas City meeting of the American Pharmaceutical Association, in 1904, and published in the volume of the proceedings for that year. The same information, in rather more detailed form, is also contained in an analytical study of "American Pharmaceutical Colleges and Schools, by Wilbur L. Scoville, published by the American Conference of Pharmaceutical Faculties, 1905." The sum total of the attainable information would appear to indicate that the schools of pharmacy in this country have increased from one institution in 1821, granting no degrees, to three institutions in 1846, granting the same degree, 12 institutions in 1872 granting three degrees and no less than 80 institutions in 1905 granting seven different degrees and an innumerable number of certificates for instruction and requirements that are as variable as the number and the location of the colleges themselves.

#### THE LESSON

that is clearly pointed out by the story of the origin and evolution of pharmaceutical colleges and degrees is that while American pharmacy has accomplished much that we may rightfully be proud of we have, in the last decade at least, not been able to satisfactorily separate the chaff from the wheat, and we are not to-day in a position to point out to the prospective pharmaceutical student which are the institutions that are worthy of his patronage and which are the schools to be avoided at all hazards.

The present jumble of instruction, requirements and degrees naturally suggests that the question, What are we to do about it? is an important one, the answer to which, for the honor of American pharmacy, should not be deferred too long.

Spirit of ether comp. and ethereal oil have been official for fifteen years, yet the great majority of manufacturers do not and never have supplied either official. The retail pharmacist purchases the products of these houses, often labeled U. S. P., and every sale he makes incurs liability under the law. In this instance the ignorance and veniality may both be factors, and it may be just for the dealer to suffer, but there are many cases where changes beyond control may impair the strength and bring about a deficiency that in no just sense should be named an adulteration. Where the law so names it an amendment should be secured.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**How to Keep Flaxseed Free from Bugs.**—Wm. Mittelbach proposed the following at the recent meeting of the American Pharmaceutical Association: As container use a tin can with a close-fitting top. At the bottom of the can place a small vial of chloroform with a loose-fitting cord stopper. Then pour the flaxseed, whole or ground, into the can, covering the vial. Enough of the chloroform will escape from the vial to kill such insects as infest the flaxseed. If your flaxseed is fresh and free from insects when purchased it will remain so' so long as you apply the preventive.

**Test for Coco-nut Oil.**—Four Cc. of the clean, water-free fat is introduced into a test-tube with 2 Cc. of ethereal solution of phloroglucin and mixed by circular agitation; 2 Cc. of benzoin solution of resorcin is then added and the whole again mixed. The tube is then immersed for a few minutes in ice-water to bring the temperature to 10 degrees C.; 4 Cc. of pure nitric acid, specific gravity 1.35, free from nitrous fumes, is then added, and the tube being closed with a rubber cork previously washed with the same acid, the whole is well shaken for five seconds. Pure coco-nut oil remains perfectly unaltered, negligible traces of impurities may impart a scarcely perceptible rose tint to the mixture; but the presence of any seed oil, such as cotton, sesame, arachis, etc., will at once be indicated by a distinct currant-red color if 5 per cent. of the adulterant be present. The color reactions which occur later, when the temperature of the mixture rises to 40 degrees C., are disregarded. It is important that the reagents and solvents employed should be absolutely pure and that the temperature of the reagents and the oil should be between 10 degrees C. and 12 degrees C.—*Comptes rend.*, through *Phar. Jour.*

**The Word Element.**—In the writings of the old Roman authors the word *elementum* scarcely occurs in the singular. The word element is employed in the Danish, German, English, Dutch, Swedish and other languages; in French it is *élément*, while in Hungarian it is *elem*, and in Italian, Portuguese, Spanish, &c., it is *elemento*. The derivation of the word according to philologists, is somewhat obscure. Forcellini's "Lexicon Totius Latinitatis" derives it from *alo*, I feed, and *lebo*, I roll over. The meaning of "elementa" among the ancients was primary materials, letters, or first principles. Sir William Ramsay in the first part of his "Modern Chemistry," says: "The word 'elemens,' which is the Latin designation for element, is evidently derived from the letters l, m and n, and designates "something pre-existing in consciousness." The trouble about this derivation, however, is that the word "elemens" is nowhere found in the Latin dictionaries. Besides, the definition as "something already pre-existing in consciousness" is not clear, inasmuch as no authority for this explanation is given, in spite of the fact that there may be an apparent resemblance to "mens." "The old word element," says Ramsay, "had a double meaning, for it was used on the one hand in the sense 'constituent part' and on the other hand in the sense of 'property.'" As Ramsay's scientific reputation is very high, it is probable that these sentences will be copied by other authors and it would be desirable if philologists who have made a study of this subject would give an authoritative opinion on this point.

**Castor Oil.**—The literature of the isolation of a purgative principle from castor oil was the subject of a paper at the recent annual meeting of the British Pharmaceutical Conference, by Horace Finnemore and Harold Deane. Tuson (1864) separated vicinine from the seeds. This crystalline body was found in the leaves by Wayne (1874) and in the seedlings by Schultze (1897). In 1896 Soave investigated the same substance and so did Werner (1870), but the most recent work has been done by Maquenne and Philippe (1904), who obtained 0.2 per cent. from the press cake. They show ricinine to be a

pyridine derivative with the empirical formula  $C_8H_8N_2O_2$ . Ricin, a poisonous body, was discovered by Stillmark (1889). Two years before Bübnow and Dixon had found a purgative principle which they named ricinone. After Bübnow's death Dixon also isolated a poisonous body analogous to Stillmark's ricin. Various enzymes, proteolytic and lipolytic have been found in the germinating seed by Reynolds Green and by Nicloux. Krich (1857), Claus (1876), Krafft, Hazura and Grüssner (1888), Scheurer and Kestner (1891), Mangold, Dott and Stockman (1892), Juillard (1895), Meyer (1897), Diéff (1899) and others have investigated the fatty acids in the oil, and the results show conclusively, according to Messrs. Finnemore and Deane, that the purgative action of the oil is due to the fatty acids, but whether ricinoleic acid or not is not quite clear and the authors hope to elucidate this point, the paper being only a preliminary one.

**Ovumin.**—Another addition to the already long list of so-called egg foods has been introduced by the Ovumin Gesellschaft, in Hannover, Germany. This new preparation is sold at the low price of 15 pfennig for a package of 50 grammes, and is said to consist simply of dried eggs. The manufacturers claim that by the use of ovumin the price of a fresh egg is reduced to three pfennigs. According to an analysis published by the manufacturers the preparation contains 11.59 per cent. of proteids, 2.52 per cent. of fats, 71.09 per cent. of extractives, &c. An examination of the preparation published in the *Pharmazeutische Zentralhalle* (Aug. 24, 1905), showed, however, that ovumin consists of a white flour-like powder, which under the microscope proved to be nothing but cornmeal, to which had been added some coloring matter, which turned red on the addition of acid and which dyed strands of white wool. On the addition of water the preparation produced a yellow, cloudy solution, resembling the yolk of egg. The analysis is probably correct for cornmeal contains from 10 to 12 per cent. of nitrogenous material, &c. The amount of starch in this preparation was 65 per cent. This shows what an opportunity the fad for artificial food preparations gives to the manufacturer who is not too particular as to what claims he makes in his advertisements.

**Inula Conyza as an Adulteration of Digitalis Powder** has recently been noted by Mitlacher (*Pharmazeutische Post*, 1905, page 41). The leaves of inula conyza, however, are distinguished from those of digitalis, inasmuch as these are not doubly indented, but only simply serrated, or have entire margins. The chief distinguishing feature of the inula powder are the hairs. These consist of numerous cells and may be over 300 micromillimeters and consist of two portions which are distinct in substance. The part at the foot of the hair consists of two, rarely of more, cells which are placed over each other and grow wider from above downward. On addition of potassium hydrate the walls of these cells swell up and show a distinct stratification. The shaft of the hair itself has tough side walls which are highly refractive and which assume a yellow color on the addition of potassium hydrate. The transverse walls of the cells are thin and are often mottled with a coarse network. At each pole the cells are somewhat distended, and the end cell is pointed, as a rule, much longer than the other cells. The addition of chloride of zinc and iodine at once colors the cells at the foot of the hair blue, while those at the shaft are colored yellow. Phloroglucin with hydrochloric acid colors the walls of the shaft a pinkish red. In addition to these hairs, which are found upon the upper surface of the leaves, the under surface has also numerous gland-hairs, consisting of from four to eight cells, arranged in four tiers. The number of these hairs, however, is so small that they are not easily noticed among the mass of hairs from the upper surface. When one finds the colorless portion of the foot of these hairs, and discovers the transverse walls of the latter separating this portion

from the shaft of the hair, it is very easy to distinguish the inula leaves. The hairs are easily distinguished, therefore, from the thin walled flat hairs of digitalis.

**Zinc Oxide as a Reagent.**—Bacovesco (*Répertoire de pharmacie*, 1905, page 212) has examined the influence of zinc oxide upon various salts. The reagent which he employed consisted of one part of zinc oxide prepared by the wet process and five parts of water. The following results were obtained: Mercuric chloride on the addition of the reagent produces a pink precipitate at ordinary temperatures. This precipitate turns red in the course of time. Mercuric nitrate, on the addition of the zinc oxide mixture, produces a light yellow precipitate which turns black on boiling. Mercuric nitrate gives a reddish precipitate. Acid bismuth nitrate is completely reduced to bismuth under the influence of this reagent. Copper chloride, even at ordinary temperatures, is precipitated as a green sediment. The soluble salts of silver, lead, cadmium and manganese give no precipitates, either at ordinary temperature or in the presence of heat. Salts of chromium are precipitated as a green chromium hydrate. Chromates and dichromates act in the same manner in the presence of sulphurous acid. Ferrous salts at ordinary temperature give a white precipitate which gradually turns green, and on boiling turns yellowish-red. Ferric salts give a bright red precipitate which gradually turns yellow. The same precipitates are obtained with aluminum salts. Zinc oxide, therefore, can serve to distinguish copper from cadmium and iron from manganese, for copper and iron are precipitated while the other metals remain in solution.

**Floricin or Dericin Oil.**—This is an oil prepared from castor oil, which is very viscid and remains fluid at as low a temperature as 20 degrees C. According to Kobert, floricin oil in contrast to castor oil saponifies well with dilute solutions of alkaline carbonates. The soaps thus prepared, known as floricates, are adapted for the purposes of rendering bodies or substances more easily soluble in water, as for instance, volatile oils, phenols, cresols, &c. Two varieties of floricin oil are known—the commercial and the pure. The latter is the only oil used for medicinal purposes, and inasmuch as the name floricin may give rise to confusion with phloridzin, the pure oil intended for pharmaceutical use has been called "dericin," a name that has been copyrighted by the manufacturer. The compounds of the oil are known as "dericates." Dericin has been employed for medical purposes in the treatment of tuberculosis. As the oil is manufactured at a high temperature it is sterile, but can again be sterilized if necessary by heating to 100 degrees C. It can be used as a vehicle for hypodermic injections. With the aid of dericin the author was able to inject oil of eucalyptus, menthol, &c. Dericin has also been used for manufacturing a variety of cosmetic preparations. It is a thick oil, very pale-yellow in color and perfectly transparent. Its odor is that of a fatty oil with a very faint reminder of the source of origin, which can be concealed very easily by the addition of a small quantity of perfume. A useful application of this oil is for the purpose of increasing the thickness and viscosity of hair oils which are prepared from liquid petrolatum. The oil used for this purpose must not be fluorescent. Either the white or the yellow oils can be used, and dericin may be mixed with them in any proportion. The amount of the oil added depends only upon the price of the preparation to be made. The hair oils thus prepared are very rich in fat, without, however, being at all sticky or without attracting dust. They resemble the hair oils prepared from fats, and are preferable to those prepared from mineral oils. The addition of dericin improves cheap hair oils without great expense. The oil remains clear even after the addition of essential oils. The best way to prepare these hair oils is to heat the liquid petrolatum a little, and then add the dericin oil, keeping the temperature at 40 or 45 degrees C. for about an hour. After cooling the perfume may be added. Dericin may also be employed in making pomades as well as in rendering castor oil pomades staple. Dericin can be added to cold cream, ointments, etc., and emollients generally, since ointment bases prepared with it can be diluted with water.—(*Pharmaceutische Zentralhalle*, Aug. 24, 1905.)

**The Incompatibilities of Gum Acacia.**—One of the most interesting chapters on the subject of incompatibilities is that dealing with gum acacia, which is so frequently added to mixtures as an aid to suspension or as a part of the vehicle. A recent study by Bourquelot (quoted in *Pharmazeutische Zentralhalle*, August 10, 1905) gives a number of interesting details on this theme. Gum acacia is usually considered as an indifferent product, which may be added to any drug without affecting it. It must be remembered, however, that gum acacia, on account of its oxidizing properties, can be the cause of decomposition, a property which it shares with the majority of the gums. Bourquelot especially studied the changes which are produced by acacia when it is added to the substances named below. He used in his experiments a solution of three parts of a 1 per cent. solution of the substance to be tested, or if that substance was soluble with difficulty, a saturated solution thereof, with one part of a 10 per cent. solution of senegal gum. The mixture was shaken for a while, and allowed to stand at the ordinary temperature.

Under these conditions carbolic acid slowly developed a pink color, and after 15 or 20 hours showed a very dark tint. Cresylol showed a whitish-green turbidity; naphthol, alpha, as well as beta, gave bluish or grayish opacities, and pyrocatechin a yellowish-brown color. Pyrogallol was quickly oxidized, but hydroquinon, resorcin, etc., were not oxidized, Gualacol at first assumed an orange-red color, then gave a garnet colored precipitate. The same change was noted in acetyl gualacol. Veratrol gave a red color, creosol a gray opacity, eugenol gave a white precipitate. Vanillin is oxidized, yet this substance is often used for rendering confectionery containing gum more fragrant. Pyramidon is colored a violet blue or pink and finally a yellow color by the addition of gum acacia. Morphine is oxidized to oxymorphine. Apomorphine is colored green on the addition of the gum to the otherwise staple solution of acetate of this alkaloid. Eserine acetate is turned a reddish-pink, and the same change occurs in solutions of adrenalin.

Barbaloin is colored a faint pink. Caffeotanic acid turns dark brown, and the same change takes place in gallic acid. Tannin is colored yellow with a slightly greenish tint. Of the galenical preparations, those prepared from tar are oxidized on account of their contents of phenol. Such preparations are either changed in color or clouded by the addition of gum acacia. Preparations which contain one or more of the substances named above are also changed by the addition of gum; for example, preparations of opium (morphine), preparations of calabar bean (eserine), tincture of aloes, &c., and preparations flavored with vanillin.

In connection with Bourquelot's work may be mentioned the recent articles of Weiss (*Pharmazeutische Zentralhalle*, 1905, page 65), who discusses the formula of a 12 per cent opium preparation, who recommends for admission to the Austrian Pharmacopoeia. By the addition of powdered gum acacia, according to Weiss, opium may be brought down to 10 per cent. Weigel (*Pharmazeutische Zentralhalle*, 1905, page 189), however, strongly objects to this method of procedure, showing that opium is spoiled thereby, and that the extract which is prepared from such opium is sure to be too low in morphine percentage.

In several other galenical preparations which are decomposed by the addition of gum acacia we are still ignorant as to the exact nature of the substances altered by this incompatibility. Thus, extract of cinchona is colored brown or red; extract of catechu grows darker and deposits a brownish-red sediment, and the same is true of extract of krameria. Extract of rhubarb is changed from yellow to brown, and the extract of viburnum prunifolium diluted with water gives a flesh-colored precipitate, and when this is filtered off the filtrate gives a cherry-red color on the addition of the gum solution. Extract of kola is altered as follows: If fresh kola nuts are treated with boiling alcohol a completely colorless extract is obtained and the watery colorless solution of this extract is colored emerald green on the addition of a few drops of ferric chloride. On the addition of acetic acid it assumes a pale pink color at once. On the addition of gum acacia the color changes to a yellowish-brown, while a precipitate is formed which tends to float on the surface.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

**Javelle Water.**—P. F. G. writes: "Please give a few formulas for the manufacture of Javelle Water on a large scale."

The formula for this will be found in the National Formulary, under the heading *Liquor Potassæ Chloratæ*. A simpler formula than that given in the N. F. is the following:

|                        |     |
|------------------------|-----|
| Chlorinated lime ..... | 3ij |
| Pearlash .....         | 3ij |
| Water .....            | Qv  |

Mix the lime with four pints of water and dissolve the pearlash in the remainder; mix, and after a few days filter, adding two drachms of hydrochloric acid to the filtrate.

**The Detection of Petrolatum in Lanolin.**—G. A. G. writes: "I have a quantity of lanolin which I have reason to believe has been adulterated with petrolatum. None of the ordinary tests known to me has proved satisfactory. Can you tell me of a simple method of demonstrating the presence of petrolatum in lanolin?"

The presence of petrolatum in lanolin may be detected as a rule by taking advantage of the fluorescence common to petroleum preparations. This fluorescence is developed most pronouncedly in ethereal solutions.

In the case of hydrous lanolin the sample must first be heated over a water bath to get rid of the water. The clear, oily liquid which remains is cooled and dissolved in four or five times its volume of pure ether, resulting in a perfectly clear solution. If petrolatum is present the liquid will show a fluorescence or mineral bloom, the intensity of which will depend on the amount of petrolatum present. The fluorescence is best seen by holding the test tube containing the liquid in a vertical position in front of a window and looking at the sides of the tube from above.

Difficulty is sometimes experienced in determining the presence of a purified petrolatum having little fluorescence or a petrolatum the fluorescence of which has been destroyed by chemical means. It is then necessary to saponify the lanolin with a twice normal alcoholic solution of potash, using a reflux condenser and heating over a water bath for two or three hours. The best results are obtained when the saponification process is conducted under pressure, since it is difficult to completely saponify lanolin. The soap formed in this way is then dissolved in water, heated over a water bath to evaporate the alcohol and the aqueous solution shaken out in a separator with ether, which dissolves the hydrocarbon as well as the cholesterol in the lanolin. The presence of petrolatum can then be determined by the fluorescence imparted to the solution. If the fluorescence is not sufficiently brought out by this means the ether may be evaporated and the residue boiled with about three times its volume of alcohol. The cholesterol will pass into solution, leaving the petrolatum behind, and if the liquid is filtered while hot the cholesterol may be obtained on cooling in characteristic crystals. The petrolatum may then be dissolved in ether, when the resulting solution will show a strong fluorescence.

**The Distillation of Bay Oil.**—N. McD. sends a sample of bay leaf and says he is desirous of extracting the oil from the leaf on a commercial scale. He asks for particulars regarding the kind of still to use and processes. Current prices on bay oil are also asked for.

It would take altogether too much space to give particulars of the distillation of bay oil. There are many difficulties connected with the beginning of an enterprise like the distillation of oils, and unless our correspondent is well equipped with material, machinery, men and money he would better think twice about taking up the industry.

As to a still suitable for the distillation of oils, this can be made by any coppersmith by giving directions as to size of pot and worm. Thomas Burkhard, 496 Flushing avenue, Brook-

lyn, N. Y., is a maker of copper stills and might have one in stock that would suit the purpose.

The ordinary bay oil of the market ranges in price from \$2.10 to \$2.25, the quality of the oil and the quantity purchased determining the price. A terpeneless oil is obtainable, and this is said to be especially suitable for the manufacture of bay rum, but it costs four times the price of the ordinary oil.

Useful information regarding odoriferous plants and the distillation of aromatic oils can be obtained by consulting such works as "Die Aetherischen Oele," by Gildemeister and Hoffmann, published by Julius Springer, Berlin; "Odorographia," by J. Ch. Sawer, two volumes, 12s. 6d. each, published by Gurney & Jackson, 1 Paternoster Row, London; "Pharmaceutical Formulas," published by *The Chemist and Druggist*, 42 Cannon street, London; the published proceedings of the American Pharmaceutical Association (to be consulted in most college libraries), and the Year Book of Pharmacy (proceedings of the British Pharmaceutical Conference).

**Warburg's Tincture.**—W. J. K. has read Prof. C. Lewis Diehl's article on Warburg's tincture in the *AMERICAN DRUGGIST* for October 9 and expresses his interest in the subject. He asks if we cannot give him the composition in order that he may be able to prepare a stock of the tincture according to the original formula.

Others have asked us at different times for the formula as published originally by Dr. Warburg, but we have hesitated to devote the amount of space which it would take to print it. In view of the revival of interest in the preparation and the comparisons which will be made when the new edition of the National Formulary makes its appearance, we feel justified in reprinting from an early number of the *AMERICAN DRUGGIST* the formula as given by Dr. Carl Warburg to Prof. W. C. Maclean, of the Indian army, in 1875.

|                                    |          |
|------------------------------------|----------|
| ℞ Aloes Socotrinae .....           | 1lb.     |
| Radici rhel Indici,                |          |
| Semin. Angelicæ,                   |          |
| Confect. damocratis .....          | ââ 4 oz. |
| Radix. inulæ,                      |          |
| Croci sativi,                      |          |
| Semin. fœniculi,                   |          |
| Cretæ præparatæ <sup>1</sup> ..... | ââ 2 oz. |
| Radix. gentianæ,                   |          |
| Radix. zedoariæ,                   |          |
| Piperis cubebæ,                    |          |
| Myrrhæ electæ,                     |          |
| Camphoræ,                          |          |
| Boleti laricis .....               | ââ 1 oz. |

The above ingredients to be digested with 500 ounces of proof spirit (diluted alcohol), in a water bath, for 12 hours; then expressed and 10 ounces of quinine disulphate added; the mixture to be replaced in the water bath till all the quinine is dissolved. The liquor, when cool, is to be filtered and is then fit for use.

The rules for the use of the remedy as given by Dr. Maclean, of Netly, England, in the *Lancet* of November 13, 1875, are as follows: "One-half ounce is given alone without dilution, after the bowels have been evacuated by any convenient purgative, all drinks being withheld; in three hours another half ounce is administered in the same way. Soon afterwards, particularly in hot climates, profuse, but seldom exhausting perspiration is produced. This has a strong aromatic odor, which I have often detected about the patient and his room on the following day. With this there is a rapid decline of temperature, immediate abatement of frontal headache—in a word, complete deferkesence, and it seldom happens that a second bottle is required. If so, the dose must be repeated as above. In very adynamic cases, if the sweating threatens to prove exhausting, nourishment, in the shape of beef tea, with the addition of Liebig's

<sup>1</sup> Chalk was added to correct the otherwise extremely acrid taste of the tincture.



extract and some wine or brandy of good quality may be required."

**Confectio Damocratis.** Damocrates, as he is called by Galen, or Servilius Damocrates, as Pliny calls him, composed a formulary for the preparation of electuaries, plasters, and all other usual remedies, in a poetical form, for the purpose of preventing mistakes by copyists in the quantities of ingredients. The metre, namely, was a tolerably certain means of preserving the expression of quantity, in spite of any abbreviations in manuscript. He flourished about 65 A. D. Fragments of his works, among them his Receipt for "Mithridate" or Confection of Opium, have come down to us. (Editions by Ch. F. Harless, 4to, Bonn, 1833; also by C. G. Kühn.) We give the composition of the confection according to the original Greek text, but use in place of the Greek the corresponding common and botanical names, where they are fully established; otherwise we shall indicate the contrary. The London Pharmacopœia of 1746 still had the formula, but with slight alterations, necessitated by the inability of procuring certain ingredients, or for other reasons.

#### CONFECTIO DAMOCRATIS.

Cinnamon (*Cinnam. Zeylanicum* Nees)...5xvi  
Myrrh (*Balsamodendron Myrrha* Nees)...3xi  
Agaric (of the Larch; *Boletus Laricis* L.); Indian Spikenard (*Andropogon Nardus* L.); Ginger (*Zingiber officinale* (Roscoe); Saffron (*Crocus sativus* L.); Seeds of Treacle Mustard (*Thlaspi arvense* L.), [or in its stead, Mithridate Mustard (*Lepidium campestre* Brown) Lond. Ph.]; Frankincense (fr. *Pistacia Terebinthus* L.)...ââ 3x

Lemon grass (*Andropogon Schoenanthus* L.); Costus (*Costus Arabicus* L.) [or in its stead: Zedoary (*Curcuma Zedoaria* Roxb.) Lond. Ph.]; Indian Leaf (fr. *Cinnamomum nitidum* Nees; =Folia Malabathri) [or in its stead; Mace (fr. *Myristica fragrans* Houtt.) Lond. Ph.]; French Lavender (*Lavandula Stoechas* L.); Long Pepper (*Piper officinarum* C. DeC.); Harwort Seeds (*Laserpitium Siler* L.); Juice of Hypocistus (*Cytinus Hypocistus* L., a parasitical plant growing upon species of *Cistus*); Liquid Storax (fr. *Liquidambar orientalis* Miller); Opopanax (prob. fr. *Opopanax Chironium* Koch.); Galbanum (fr. species of *Ferula*); Balm of Gilead (fr. *Balsamodendron Gileadense* Kunth) [or in its stead: Expressed Oil of Nutmegs, Lond. Pharm.]; Russian Castor (Castoreum Ponticum fr. *Castor Fiber* L.)...ââ 3vii

Poley-mountain (*Teucrium Polium* Lamb.); Water Germander (*Teucrium Scordium* L.); Fruit of the Balm of Gilead Tree (see above) [or in its stead: Cubebs fr. *Piper Cubeba* Linn. f.]; White Pepper (fr. *Piper nigrum* L.); Seeds of Cretan Carrot (*Athamania Cretensis* L.); Bdellium (prob. fr. species of *Balsamodendron*). The original has here also; Troches of Kypthi<sup>2</sup>; and a species of Cassia, perhaps *Cassia Fustula* L.)...ââ 3vii

Celtic Nard (*Valeriana Celtica* L.); Gentian (*Gentiana lutea* L.); Leaves of Cretan Dittany (*Amaracus Dictamnus* Benth.); Rose Leaves (*Rosa centifolia* et al. L.); Parsley Seeds (*Petroselinum sativum* Hoffm.);

<sup>2</sup> The original here has the word *theris*, which is usually applied to a species of *Lepidium*. But it is doubtful what is meant by it.

<sup>3</sup> This is composed of:

Raisin-pulp and Turpentine, of each 24 drachms; Myrrh and Lemon-grass, of each 12 drachms; Calamus, 9 drachms; Cinnamon, 4 drachms; Bdellium, Spikenard, Cassia [?], Cyperus, Juniper-berries, of each, drachms; Trefoil Acacia (*Anthyllis Hermannia* L.), 2½ drachms; Saffron, 1 drachm; Honey and Cretan Wine, of each q. s. The Bdellium and Myrrh should be reduced to the consistency of honey, with the aid of the wine; then they are to be mixed with the raisin-pulp and turpentine and the whole to be triturated with honey. Then all the rest, reduced to a fine powder, is to be added and mixed with stirring. The mass is to be made into troches, which are to be dried in the shade and preserved.

Amomum [uncertain what was meant by this; later supposed to have been cardamoms; so also Lond. Ph.]; Fennel Seed (*Foeniculum vulgare* Gärt.); Gummi (Gum Arabic, fr. *Acacia Verrek* Guill. et Perr, etc.); Opium fr. *Papaver somniferum* L.)...ââ 3lii

Calamus (root of *Acorus Calamus* L.); Valerian (root of *Valeriana Phu* L.); Anise Seed (*Pimpinella Anisam*, L.); Segapenum (fr. species of *Ferula*); [The original here has also; ἀριον which interpreters think meant *Aram*. But Andromachos in a similar work uses the term *μαρυ* which is supposed to be *Origanum Sipyleum*]...ââ 3lii

Spignel (*Meum Athamanticum* Jacq.); St. John's Wort (fruits and tops of *Hypericum perforatum* L.); Acacia (Juice of the wood, or leaves, or fruit, according to Dioscorides and others, fr. species of *Acacia* in Egypt) [or in its stead: Catechu, Lond. Ph.]; Bellies of Skinks (the male skink: *Scincus Officinalis* Laur.)...ââ 3lii

Honey (clarified three times of all the rest.

[The original adds: Wine, sufficient.]

**Sulphur Bath.**—S. K. asks us to name a preparation of sulphur which may be added to the water of a bath so as to impart to the water such medicinal properties as are possessed by the sulphur waters at any of the sulphur springs.

The simplest form of sulphur bath is made by adding 1 oz. of sulphurated potash to 12 gallons of water, but in order to make a bath to resemble some of the more noted sulphur springs the following is advised:

|                            |         |
|----------------------------|---------|
| Sulphurated potash .....   | 3ss     |
| Sodium bicarbonate .....   | 3i      |
| Sodium chloride .....      | 3i      |
| Castile soap shavings..... | 3ss     |
| Alum .....                 | 3ss     |
| Calcium carbonate .....    | 3ss     |
| Water .....                | Cong. i |

Dissolve the different ingredients in the requisite amount of hot water and add to a bathtubful of heated water.

In dissolving the ingredients it would be well to effect solution of the first four before adding the alum and calcium carbonate.

## Correspondence.

### Tincture of Nux Vomica, U. S. P. 1900.

To the Editor:

SIR,—Since the statement of your correspondent, published in the AMERICAN DRUGGIST for October 9, 1905, that tincture of nux vomica, U. S. P. 1900, is but one-half the strength of the old tincture, is sure to be widely quoted, permit me respectfully to contradict it. The strength of the tincture has been reduced in fact by about 20 per cent. The old tincture was required to contain in 100 Cc. 0.3 Gm. of total alkaloids, corresponding with about 0.125 Gm. (0.12—0.135 Gm.) of strychnine. The new tincture contains in 100 Cc., 0.1 Gm. of strychnine, about four-fifths as much therefore as the old. This reduction in strength is precisely the same as that in the strength of the official extract (reduced from 15 per cent. total alkaloids to 5 per cent. strychnine).

The erroneous conclusion of your correspondent was reached by starting with the assumption that the fluid extracts of nux vomica, old and new, both represented the drug minim for grain. Reference to the text of the Pharmacopœia of 1900 will show that this is not true of the present official fluid extract, since the drug is required to contain not less than 1.25 per cent. of strychnine, while the fluid extract contains the equivalent of only 1 per cent. The old fluid extract contained the equivalent of 0.625+ per cent. strychnine (1.5 per cent. total alkaloids).

It may be noted that this makes the present fluid extract just 20 per cent. below the normal standard. The three standards—4. e., for extract, fluid extract and tincture—although

theoretically low as compared with that of the drug, are in harmony with one another, and are probably as high as should be insisted on in view of the fact that nux vomica is a drug very difficult to exhaust, particularly in operations on a small scale.

At first sight it appears as if the official tincture does not agree closely in strength with the International tincture, which represents the drug in the ratio of 10:1. It must be borne in mind, however, that in the International formulas percentages are by weights. The official tincture contains about 0.11 per cent. by weight of strychnine. A 10 per cent. tincture made by percolation—or by maceration for that matter—from nux vomica containing 1.25 per cent. of strychnine would not in practice be much stronger than this.

The conclusion of the whole matter is: 1, The present official tincture of nux vomica does not differ materially from the International standard; 2, practically the galenical preparations of nux vomica of the Pharmacopœia of 1900, except in the case of the fluid extract, may be prescribed in doses one-fourth larger than those of the last Pharmacopœia to produce the same effect; the dose surely should not be doubled. For the new fluid extract, the dose is about five-eighths that of the old official preparation, a difference more important to bear in mind.

A. B. LYONS, M. D.,

Laboratory of Nelson, Baker & Co., Detroit, October 14, 1905.

#### The U. S. Pharmacopœia Standards.

To the Editor:

SIR,—I am gratified to find that some one has read my article on the Pocket Edition of the British Pharmacopœia and am grateful to you for your comments, even though they take the form of a mild castigation of my most unworthy self. The main point, somewhat obscurely expressed, I admit, was that "the U. S. P. is built on correct lines, to wit, reduction in size, for is not ipecacuanha now bald ipecac?" It was a poor piece of satire, still-born, for, as you point out, I had no idea you were so old in philological sin. I hasten to accord my sincere appreciation of the painstaking and laborious work which has been done for pharmacy in the "Land of Contrasts," culminating in your new pharmacopœia.

I am comparing, where possible, your estimation methods with those in use in this country. I view with regret alkaloidal standards for crude drugs, the price of the standardized preparation being quite sufficient to insure that the maker will not buy drugs deficient in alkaloid. If the idea is that all the best drugs shall find their way into the American market we, at least, have done our part to prevent that by rejecting samples below a certain alkaloidal value for a long time past.

As things are at present, your standard for belladonna root is too high; 0.4 would have been better. The estimation of the total alkaloid is excellent, but it lacks the speed of Panchard's improvement on Keller's method, against which may be placed the fact that the latter has the disadvantage of being a type of the "aliquot part processes," but speed is of paramount importance when purchasing drugs in the open market if you wish to secure the best parcels. I examined this year English belladonna root grown and dried by ourselves and found in first year root, 0.574; second, 0.45; third, 0.25; (gathered at wrong time); fourth, 0.43, and of 30 samples of foreign root which I examined only two reached your official requirements (see *Ph. Journal*, August 5, 1905). Whether it is due to the retention of the best root by the Germans for use in the manufacture of alkaloids, or because there has been no good root available, I cannot pretend to say, but incline to the latter; if the former, then the senders must begin to feel tired, as you must, at the length of this letter.

It is with a considerable amount of pleasure that I communicate for the first time with an American pharmacist, for although my admiration for some American institutions is only that of modified approval, I have a most profound admiration and respect for the American pharmacist and his marvelous organizing abilities.

H. JOHN HENDERSON,

Analytical Laboratory of W. Ranson & Son, Hitchin, England, October 4, 1905.



*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.*

#### BUILDING UP A CIGAR TRADE.

By W. T. O'CONNOR.

Of all the side lines that the average druggist carries the one that offers perhaps the best opportunity for money making is cigars.

They are clean, easily handled, it requires but little care to keep them in good condition, and if properly kept, there is no loss from deterioration.

Every druggist should aim to make his cigar business pay his rent and part of his clerk hire. The observance of the following suggestions may aid him to achieve these objects.

Some philosopher has said that the way to make money is to give the people what they want. Here in small compass is the way to make money from cigars. Give the smokers what they want.

Most men smoke and will continue to smoke in spite of all that may be said against it. To one who has the habit it is a relaxation and a stimulant at the same time. He likes it and does it because he likes it. Here, then, is your market and your demand. The market is ready made and you can sell cigars to the smokers as well as the next man, but you must give them what they want to turn the demand in your direction.

Before putting in your brands get a line on the peculiarities and preferences of the local taste. The tastes of one city in the cigar line are apt to be entirely different from another. I know brands of cigars that are large sellers in Brooklyn, N. Y., that would not get beyond the first sale in Newark, N. J. And the distance between the two places is not great. Many of the brands of smoking and chewing tobaccos that you may be familiar with would be unrecognizable if met in some parts of the country. In the South they are made up stronger and heavier than in the North.

If you intend to try to develop sales for a new brand do not pick out the cheapest one that you can get. Pay a good price and get one that you will be able to sell to a man after he has made a trial of it. You cannot build permanent custom on a poor article.

When you have your lines put in make them easy to get at. The male animal of the genus *homo* likes to save himself all the trouble that he can. You can save him a little and earn his gratitude by making it easy to buy his cigars. The soda fountain in the average drug store usually holds the first place as the purchaser enters. Put your cigars next to it, or, if possible, on the opposite side and next to the door.

Keep the cigars in good condition. Do not let them dry up for the sake of a little moisture. Many jobbing houses furnish apparatus for keeping the cigars properly moist and any cigar salesman will be glad to give you some expert advice regarding their care.

Now, the thing is to get the trade that belongs to you.

First, put a sign in your window announcing that you sell cigars and give the names of some of the brands sold. Then prepare a little leaflet, well written and printed, telling the public that you have some good cigars to sell, that they are well-known brands, are of the best quality and that you want smokers to try them. Put this leaflet into every package that

leaves your store. It might be well to give it some such title as "For the Men of the Family," so that the women will turn it over to the person it is aimed at. If you can secure the names and addresses of the men in your particular neighborhood mail the leaflets to them.

The registry lists for yours and surrounding wards will give you all the names you can use, provided, of course, that you can get the lists. If not, use the city and telephone directories. Mail a series of leaflets if you can afford it. Keep after the buyers until they come to you.

On one or on all of the leaflets print a list of your lines and give the prices singly and by the box, and let me tell you that box trade is something well worth going after. It is considerably more profitable than the usual small sales, as the whole quantity of cigars needs only one handling.

There is perhaps no better way to get it than by straight canvassing. If you have a clerk whose time is not all taken up in the store send him out to canvass during his spare moments. Get a regular sample case to carry the cigars in. Your jobber can tell you where to get it. Fill it with cigars out of your regular stock. Give the clerk a memorandum book for taking orders. Prepare a list of the parties that you want canvassed. Size up the buying abilities of your man in advance and train your clerk to do likewise. There is no use trying to sell a 15-cent cigar to a 5-cent man, and it would be foolish to sell a 5-cent cigar to a 15-cent man when you could just as easily sell him the higher priced one. Send the clerk out with his list and sample case. It should be extremely easy to obtain an audience with a man who smokes. He is usually on the lookout for something a little better than he uses and for that reason will probably find time to talk with your salesman, no matter how busy he may be.

#### Specimen Advertisements.

##### MEN WHO ARE HARD TO PLEASE

will find in our stock a cigar that will suit them from the scratch of the match.

We will make a little less money than we might, because we are handling cigars that come high at wholesale. They won't cost you any more, though, than a poorer brand, and if we can make you a permanent customer that will be our recompense. Stop at the store and try some of our brands.

##### YOU MAY BE PREJUDICED

against drug store cigars. They are often a neglected side line and their quality is apt to be pretty uncertain.

You will find it somewhat different here, though. Every detail of our cigar business has been attended to as carefully as if it was our only interest.

You will see the difference when you smoke any one of our brands and compare it with the kind you know.

##### OUR CIGAR STOCK

is not as extensive in point of quantity as that of some others, but it is about as impressive in the way of quality as you will find in several days' walk.

It has taken us a long time to get it together, and there isn't a single brand in the case that we couldn't build a reputation on without the help of any of the others at all.

You should tell your canvasser to work along the following lines:

Show the prospective customer the line and find out the particular grade and quality of cigar he smokes. Then pick out from your samples the one that is nearest it, and, if possible, slightly better. Do not be afraid to let the prospective buyer sample them. If he shows any hesitancy about accepting diplomatically force them upon him. Tell all there is to tell about the cigar's virtues. Show him how much cheaper and how much more time-saving it is to buy them by the box than in small quantities. Then ask him how many boxes he will take. If you cannot sell him the first time after a reasonable amount of urging, stop. Do not tax his patience and arouse his resentment by talking too much and using too much of his time. Leave some cigars with him for trial and make it your business to see him a few days later.

The first box of cigars sold will be the most expensive, on account of the time required for canvassing and the cost of sampling. But there is no reason why you should not sell steadily to a man once you get him.

Get the cigars around to your customer just as soon after he gives his order as you can. Do not give him a chance to change his mind. And it is a mighty good practice to fill all succeeding orders just as promptly.

It is a good plan to send along some novelty, such as a cigar cutter, match box or ash tray, with the first order. It is good advertising and in proportion to probable future business comparatively inexpensive.

Never give a customer cause for complaint. If the cigars happen to be wrong make it right with him at once. It is better to lose only a little than to lose all through a customer's permanent dissatisfaction.

Mention your cigar business in your regular advertising occasionally. Do everything along the line of reason that suggests itself to boom this branch, and you will find it to be a fine rent and salary "trimmer."

#### ATTRACTIVE DRUG STORE WINDOW DISPLAYS.

Some unusually attractive and novel displays have appeared of late in leading New York drug store windows. The present is a "between seasons" period—that is, the time for exhibiting special articles for the summer trade has passed and it is still much too early for the display of holiday goods. Some windows have been fitted up in keeping with the fall season, but as a rule the displays vary in style and subject according to the taste of the proprietor and the desire to make drives on some particular article or articles. Not a few of the displays are creditable for their originality.

##### THE HEGEMAN CORPORATION

has been pushing dentifrices. The firm has had two very neat window displays on such articles. In one of these the window was trimmed profusely with autumn leaves, branches and sprigs. The articles featured were a liquid dentifrice and a tooth powder. In the rear of the window was a lattice with the word "Fall" in large letters. The effect was very realistic. The center of the window contained a placard with this inscription: "Priceless as a string of pearls is a set of pearly white teeth, such as you may have by the daily use of this dentifrice and tooth powder." The red tooth wash was artistically arranged on the floor of the window, while the white powder was mounted on supports. Last week the same window had a similar display calling attention to another kind of dentifrice. In the center of the window was a wax figure, very life-like, of a lady in dressing gown holding a tooth brush in one hand, her smile showing a fine set of white teeth, and in her other hand a sign which read: "Silently, yet eloquently, she proclaims the merits of ———," the name of the proprietary article featured in the display being mentioned. One corner of the window contained a dressing table, the whole arrangement suggesting a lady's boudoir. The dentifrice was advertised at three prices, 15, 35 and 58 cents.

##### A DISPLAY OF OPTICAL GOODS.

The other large window of the Hegeman Corporation contained one of the handsomest and most attractive displays seen in a long while. It was a display of optical goods, principally eyeglasses. All kinds of eyeglasses and parts thereof were arranged on the floor of the window and on raised supports, and in the center foreground were two large chunks of crystal in the rough. Apparatus for testing eyesight was also shown. Numerous cards quoted prices for eyeglasses. Ready made glasses, it was announced, would be sold for one week only on the main floor at 50 cents each. Rimless glasses were offered at prices ranging from 75 cents to \$2. Regular size lenses, to be put in old glasses, could be obtained in the optical department for 50 cents to \$1 each. An expert examination of the eyesight could be had in the prescription department for \$1. The window also contained opera glasses, field glasses, etc., all very neatly arranged. The display attracted unusual attention from passersby.

##### AN ORIGINAL POSTER.

Quite an original poster, small but effective, was seen last week on the front window of Milhaus' drug store, on lower Broadway. It was a rather narrow strip of ordinary white paper with black lettering. "Pale People, Attention!" The reading matter stated that iron pills make rich, red blood. In the middle of the poster was a big blot of bright red ink, and the words "rich red blood" were in the same color.

**SPLIT AMONG PROPRIETARY MEDICINE MEN.**

**Resignations from the Association—A Question of Newspaper Publicity Methods—Dr. R. V. Pierce Withdraws.**

Reports emanating from reliable sources indicate that there has been a split in the ranks of the Proprietary Association of America. Dr. R. V. Pierce, of Buffalo, has resigned altogether from the association, of which he was one of the principal founders, if not the real founder, and Dr. Charles H. Stowell, of the J. C. Ayer Company, of Lowell, Mass., has resigned from the Executive Committee. Whether these resignations have been or are likely to be followed by others could not be learned. In fact, it has been difficult to ascertain here just why these prominent members took such action, for members of the association in this city when questioned either professed total ignorance of the whole matter or else absolutely refused to disclose what they know. One version given of the differences is that some of the members arranged to begin a newspaper campaign to offset the agitation in some of the magazines against the use of proprietary medicines. An effort made to get the co-operation of Dr. Pierce was one of the causes, if not the main reason, for his resigning, Dr. Pierce expressing himself as being out of sympathy with the proposed campaign in the newspapers.

A press bureau known as the "Commercial Publicity Bureau" has already been opened in Chicago in the Women's Temple Building, 184 La Salle street, and is in charge of a Mr. Funk. It is understood that the chairman of this bureau is Mr. Land, of Dr. Kilmer & Co., Binghamton, N. Y.

A gentleman who is quite familiar with the affairs of the Proprietary Association, when questioned by a representative of the AMERICAN DRUGGIST, said:

"It is true that Dr. Pierce has resigned from the association. Why? He could tell much better than I the reasons for his action. From the advertisements that his firm is putting out, however, I should judge that Dr. Pierce simply decided 'to go it alone' rather than be a party to a scheme that probably didn't appeal to him. In all associations there are bound to be differences of opinion, so that it is not at all strange that such differences should have arisen in the Proprietary Association, and especially over a matter on which strong views are entertained. I do not think, however, that whatever discord there may be is as serious as some reports would indicate. The association's affairs are invariably closely guarded and it certainly will not air any internal troubles, if it has any, in public print. The recent meeting of the Executive Committee in this city, I understand, was called to discuss routine business and so far as I know this matter was not brought up at that conference."

In drug trade circles the fact that a press bureau has been established by patent medicine manufacturers—members of the P. A. of A.—did not occasion much surprise. With the action taken by the United States Internal Revenue authorities against alcoholic preparations, and with the agitation that is being stirred up in some publications against the use of proprietary remedies, it is pointed out that it was natural to expect the proprietors would do something to offset, if possible, any injurious effect that these things might have on the sale of their articles. It is known as a positive fact, furthermore, that within the past year or so the sales of some of the patent medicines have fallen off very heavily, and the manufacturers of such remedies have been much concerned as to the real cause of the decrease.

**Tennessee Examination Postponed.**

The regular September meeting of the board for the purpose of examining applicants for licenses to practice pharmacy has been postponed until November 7, in Jackson. The postponement is regarded as necessary on account of the quarantines, which would doubtless prevent many applicants from attending. The examination will not be conducted in accordance with the new United States Pharmacopoeia, owing to the fact that many applicants have not yet had sufficient time to perfect themselves in the revised formulas.

**SUITS AGAINST DEPARTMENT STORES.**

**Peruna Company Takes the Offensive—Suits Started to Prevent Sales at Cut Prices—The Situation Reviewed.**

Aggressive action has at last been taken against leading department stores in Greater New York in the movement to enforce the Direct Contract and Serial Numbering Plan on patent medicines. The action has been started by the Peruna Company to prevent these firms from selling Peruna at cut rates, thereby demoralizing the trade here. Ever since the M. A. R. D. was formed as a local branch of the N. A. R. D. for the express purpose of establishing the Direct Contract system in this city, the association's efforts have been largely, if not wholly, directed toward getting thorough organization among the great body of retail druggists, leaving the department stores to be looked after by the proprietors who have adopted the Direct Contract and Serial Numbering Plan of marketing their preparations. The M. A. R. D. work has progressed very satisfactorily and the druggists of the city are pretty well organized; but the department store situation has not shown a corresponding improvement and this led to some criticism recently in the councils of the M. A. R. D. The proprietors were urged to "get busy" and a committee, it will be recalled, was delegated to wait on the legal representative of the Peruna Company. It is but fair to the latter company, however, and to the N. A. R. D. to state that during all that time the department store trouble here was not ignored. On the contrary evidence was quietly being obtained for use at the proper time. The recent action of the M. A. R. D., however, may have hastened the step just taken by the company named. Be that as it may the fact is the Peruna Company has already served papers on R. H. Macy & Co., the Simpson-Crawford Company, the Fourteenth Street Store, and Abraham & Straus in an application for a temporary injunction to restrain these firms from selling Peruna at prices below those fixed by the company and from destroying the serial numbers on any of the company's goods and in other ways demoralizing the trade situation on patent medicines. The action against Macy, the Simpson-Crawford Company, and the Fourteenth Street Store has been filed in the United States Circuit Court for the Southern District of New York, and the case is set for argument on October 27. The hearing in the suit for an injunction against Abraham & Straus was set for Friday of last week, in Brooklyn. The actions in each case are identical so far as the grounds on which an injunction is asked are concerned and are the same, to all intents and purposes, as that brought against another department store, Bloomingdale Brothers, some time ago and which is still pending.

The outcome of this step is awaited with a great deal of interest for it is practically a test case and the result will have a very important bearing on the future success of the Direct Contract Serial Numbering Plan in Greater New York.

**ORGANIZATION STEADILY PROGRESSING.**

Mr. De Shetley has assumed charge as manager of the N. A. R. D.'s Department of the East, the headquarters of which, as heretofore, are located in the Woodbridge Building, 100 William street. Mr. De Shetley said that the work of organization was progressing very satisfactorily. Most of the districts now have a permanent organization, while the others have a temporary organization. As an instance of how well the city is organized he stated that in the whole West Side section from Fourteenth street to the Harlem River there are not over 25 druggists who are not members of the M. A. R. D. A correspondingly good showing is made in other sections. As to the so-called Battery Districts in the lower part of Manhattan it is not likely that a permanent organization will be effected with these districts alone; they will probably be included within the jurisdiction of some other nearby district that is already organized. There are now two organizers in the field here. There is no change to note in the situation as regards the Drug Merchants' Association. So far as can be learned the association is still pursuing a waiting policy, although it is understood that numbers have signed the Peruna contract.

## TOPICS AT MANHATTAN MEETING.

**Association Frowns on a Proposed Boycott, but the Subject Is Aired—Work of the Manhattan Contrasted with That of Kings County Society, to Latter's Advantage.**

The regular meeting of the Manhattan Pharmaceutical Association, held October 16 at the New York College of Pharmacy, was well attended. President Alpers occupied the chair. After the minutes had been approved as read and Treasurer Hitchcock had reported the state of the finances and that there was in the treasury a balance of \$143.70 reports of standing and special committees were called for.

Mr. Searles, of the Legislative Committee, reported on the conference held some time ago with the Excise Commissioner and the Governor at Albany prior to the repeal of the special liquor stamp tax for druggists. The Commissioner, he said, was thoroughly convinced of the need of repeal by conditions which had been found to exist up the State. Both the Commissioner and Governor were urged to give the law a longer trial and to prosecute violations; but all arguments were in vain.

Dr. George C. Diekman as delegate to the American Pharmaceutical Association reported that one particularly interesting feature of the latter's convention was the discussion and interest manifested in the movement for higher education in pharmacy. Considerable interest, he said, was taken in the prerequisite clause of our pharmacy law, and there was much difference of opinion and some hostility, but this was due, he thought, to lack of knowledge as to the real meaning and scope of the clause. All such misconceptions, he added, are rapidly being swept away.

## A PROPOSED BOYCOTT.

Under the head of communications Secretary Swann read the resolutions adopted by the New York Retail Druggists' Association and which had been sent to the Manhattan for action. The resolutions rapped Bloomingdale Brothers pretty hard for cutting prices on drugs and medicines and urged the members of the N. Y. R. D. A. and their families not to patronize the firm mentioned. The resolutions also called on other associations to co-operate. There was some discussion as to what action if any the Manhattan should take. Jacob Diner said that the members should see to it that their families did not trade at the store named. It was a good cause, he added; no harm could come to the association from such action, and he was heartily in favor of individual co-operation. Reuben R. Smith thought that if the Manhattan should indorse the resolutions Bloomingdale Brothers would simply make capital out of such action. Mr. Bakst said that the N. Y. R. D. A. had simply appealed to druggists in a movement that was for their own good. President Alpers remarked that the association was getting on rather dangerous ground and should go slow in the matter. He asked if such action would be legal and whether it would not constitute a boycott and conspiracy if the association sent out circulars against the firm mentioned. Mr. Knapp didn't think it advisable to take such action. Finally the secretary was instructed to acknowledge the receipt of the resolutions and to express sympathy with the movement.

## AID FOR THE PROCTER MONUMENT FUND.

Mr. Alpers spoke of the movement now under way to raise a fund for erecting a suitable monument in Washington, D. C., to William Procter, jr., whom he characterized as one of the pillars of pharmacy and one of the leading men who had made pharmaceutical history. There were monuments there to statesmen, heroes and others; he thought it would be fitting to have a monument to pharmacy in the nation's capital. The Manhattan voted the sum of \$25 to the fund.

## A PLEA FOR MORE PRACTICALITY.

Jacob Diner then made one of his forceful and aggressive speeches. He dwelt at some length on the objects of the Manhattan Association. The point he made was that the association should give more attention to the practical side of pharmacy; he referred particularly to the little pamphlet just issued by the Kings County Society which calls attention to changes in

the new Pharmacopœia and which has been distributed among physicians and others. Mr. Diner thought that the Manhattan should do more of that kind of work. Mr. Hitchcock favored the idea and moved that a committee of five be appointed to draft a similar pamphlet. Mr. Alpers suggested that each member be supplied with a few books, and if more should be wanted that they be sold to applicants at a proper price. Mr. Rafter suggested that when these pamphlets are sent out samples put up by the druggist be sent with them. This he said was to be done in the Twenty-second district. The need of calling physicians' attention to the new Pharmacopœia was pointed out. It is likely that the booklet to be published by the Manhattan will contain a brief account of the revision of the Pharmacopœia, those who were engaged in the revision, changes in some of the more important formulas, etc. President Alpers appointed the following members on this committee: Messrs. Diner, Diekman, Hitchcock, Rafter and Latham.

It was also decided to have a committee call on the next Mayor and ask him to have a pharmacist appointed on the Advisory Committee of the Board of Health.

## BOSTON RETAILERS MEET.

**Six Thousand Dollars Well Spent in Entertaining the N. A. R. D.—Price Schedule Proposed for Chemicals, Pharmaceuticals, Etc.—U. S. P. Changes to Be Called to Physicians' Attention—Dr. Munyon Promises to Put a Stop to Price Cutting.**

(From our Regular Correspondent.)

Boston, October 14.—The monthly meeting of the Boston Association of Retail Druggists was held at the Massachusetts College of Pharmacy October 11, 1905, President Henry Canning in the chair.

The reports of the secretary and treasurer were accepted. The amount of cash on hand was reported as \$702.97.

F. F. Ernst reported for the Executive Committee on the name of Edward I. Sawyer, who was unanimously elected to membership.

## A SIX-THOUSAND-DOLLAR FUND FOR ENTERTAINMENT.

A very full and satisfactory report of the Convention Committee was given by the chairman, F. F. Ernst. Over \$6,000 had been contributed, and after paying the many bills of expense it was estimated that there would be at least \$600 to go into the treasury. On motion of Mr. Collins the report was accepted with enthusiasm.

On motion of Mr. Wheeler it was voted to extend to the Convention Committee a vote of thanks. Mr. Ernst responded for the committee.

## GOOD WORK DONE.

Mr. Canning then addressed the meeting and spoke of the work already accomplished and the attractive possibilities of the future. He announced that representatives of the different pharmaceutical houses would be invited as guests at the November meeting and asked to address the members. He also informed the members that in a few days a card and book showing the changes in the U. S. P. would be sent to all the physicians in Boston and vicinity, bearing the seal of the B. A. R. D., and it was hoped that this attention might help to build up a friendly and sympathetic relation between physician and pharmacist.

## THANKS FROM OHIO.

Mr. Canning next read a letter from the Ohio Valley Druggists' Association thanking the members of the B. A. R. D. and their ladies for the courtesies and entertainment provided for them and their friends at the recent convention.

Mr. Finneran moved that a committee of two, consisting of the president and secretary, be appointed to formulate and send a letter of thanks to all who had assisted the B. A. R. D. in making the convention a grand success. Mr. Ernst offered as an amendment that H. O. Nute, chairman of the Finance Committee, be added to the committee just proposed, and the amendment prevailed.



On motion of P. C. Klein it was decided to extend a vote of thanks and the sum of \$50 to Mr. Barnstead, janitor of the college, for services rendered.

#### A PRICE SCHEDULE FOR PHARMACEUTICALS, ETC.

Mr. Cobb suggested that a minimum schedule be formulated on all drugs, chemicals and manufactured products, including alcohol and alcoholic preparations; that a committee of five be appointed by the chair, they to have full power to formulate such a schedule and the same to take effect not later than January 1, 1908. It was voted that the above be referred to a schedule committee.

#### DR. MUNYON COMPLAINS.

Dr. Munyon was then introduced and was greeted with enthusiastic applause. The Doctor stated that he had been unfairly treated by the N. A. R. D. "Notes"; that the only reason he could attribute for this state of affairs was that he had not adopted the Serial Numbering Direct Contract Plan. This had appeared difficult to him, with his 64 different preparations, as it would involve a cost of \$200,000.

#### DR. MUNYON PROMISES PROTECTION.

He wanted to protect the druggists who had helped him accumulate his money, and proposed to do in Boston and in every city in the United States as he had done in Philadelphia—namely, to visit the leading cutters in each city and get them to raise the price of his preparations to a price agreed upon by the local association. He cited the case in Philadelphia, where he succeeded in having the price of his 25-cent preparations raised from 17 to 19 cents.

His visits to the large dealers in Boston had brought out the fact that they would adopt any price decided upon by the association. He recommended that the association set the price and put the same into effect November 1, 1905.

By vote this matter was placed in the hands of the Schedule Committee.

On motion of Mr. Wheeler it was voted that Dr. Munyon be asked to place in writing his promise to protect the price adopted by the association and his refusal to sell goods to jobbers who sold his products at cut rates, the same to be forwarded to the National headquarters. To this arrangement Dr. Munyon consented.

At 9.20 it was voted to adjourn. After the business meeting the members joined the ladies and proceeded to the hall, where a collation was served.

During the evening Mrs. Wallace was presented with a beautiful bouquet of flowers, Mrs. Bartlett making the presentation in behalf of the ladies, and a pair of opera glasses, presented by Mr. Canning with the compliments of the gentlemen. Mrs. Wallace was surprised at this mark of esteem and responded fittingly.

Speeches by President Canning, Messrs. Ernst and Wheeler. Dr. Munyon and others followed until the adjournment closed a profitable and delightful evening.

#### A Link of Golf Links.

Last Wednesday a number of members of the New York Drug Club went to Montclair, N. J., as the guests of Edwin H. Burr and R. H. Adams and for the purpose of playing golf over the famous Montclair links. The guests included Jesse L. Hopkins, Robert MacLain, E. D. Congdon, H. B. Harding, R. P. Rowe, J. M. Peters and J. M. Lang. Golf matches of the kind have become something of a feature in the Drug Club of late, the cult having been begun in a somewhat casual way by a member inviting a number of others to visit the links at his country house. He made so much of the occasion in the way of pleasant entertainment that other gentlemen followed his lead. It is usual in these matches for the host or hosts to furnish a silver souvenir cup, which becomes the property of the visitor making the highest score, the players being carefully handicapped in order to equalize their varying degrees of skill. Also, a luncheon is provided, and sometimes a drive in the neighborhood. The recent visitors to Montclair were charmingly entertained, judging by current report.

#### YERKES EXPLAINS RULING.

##### Illegitimate Preparations Only Will Be Taxed.

To an inquiry as to the bearing of the recent ruling of the Commissioner of Internal Revenue concerning alcoholic compounds labeled and sold as medicines, upon such preparations as bay rum and other toilet articles containing large quantities of alcohol, and upon the various preparations sold as essences of lemon, vanilla, cinnamon, etc., and containing a large percentage of alcoholic strength, Commissioner Yerkes has replied as follows:

The ruling does not apply to toilet articles, whatever the quantity of alcohol contained therein may be; nor does it apply to the various essences or extracts to which you refer, if these preparations are such as are known to the legitimate grocery or drug trade as household articles for culinary and other uses, and not as beverages.

Where, however, alcoholic compounds called "essences of lemon, vanilla, cinnamon, etc., or so-called tinctures or essences of ginger contain, as you state, "a mere trifle of medicament, the main constituent being alcohol," and these preparations, which you further say are "usually sold by country merchants, especially in prohibition districts," are found by the local internal revenue officers or agents to be generally sold or used as beverages, every merchant thus selling them without holding the requisite special tax stamp as a liquor dealer under the internal revenue laws will be liable to criminal prosecution in addition to the assessment against him of special tax and penalty; and the manufacturers of these so-called essences and extracts, who are shown by the facts elicited to have made these alcoholic compounds for sale in prohibition districts, will be held liable to special tax and penalty as rectifiers and liquor dealers.

The Commissioner also has held that where malt extracts composed largely of fermented liquor are labeled and sold as medicines it is for the manufacturers to show that these extracts are so combined with drugs as to be genuine medicines, not coming within the recent ruling of his office.

#### DRUGGISTS' FIRE INSURANCE COMPANY.

##### Temporary Organization Already Formed—Company to Be Capitalized at \$200,000.

F. H. Freericks, of Cincinnati, secretary of the Committee on Incorporation and Organization of a Druggists' Fire Insurance Company to do business in the various States, announces that a temporary organization has been formed. It is proposed to incorporate such a company with a capital of \$200,000. Chas. H. Avery, of Chicago, is chairman of the temporary organization, Mr. Freericks secretary, and L. G. Hemritz, of Holyoke, Mass., trustee of the fund to complete incorporation and organization. The following committee of five has been appointed to take charge of the matter of incorporation, etc.: Samuel C. Davis, Nashville, Tenn.; Walter Rothwell, Hatboro, Pa.; I. N. Helms, Indianapolis, Ind.; T. B. Cartmell, Wilmington, Del., and E. B. Tainter, Carroll, Iowa.

This committee is now about to devote its time to a study of the fire insurance laws of the various States, together with such explanation as will make it easy for them to fully understand these laws. Their object in doing this is to ascertain the State having the most stringent and safest laws, so that the company may be incorporated under the laws of that particular State. The committee is also going to devote its time to a study of the benefits that may be derived by retail druggists from a druggists' fire insurance company.

#### The Kentucky Board.

The Kentucky Board of Pharmacy met at Lexington October 13 and completed organization by the election of the following officers for the ensuing year: C. S. Porter, Somerset, president; G. T. Wilson, Bowling Green, treasurer; J. W. Gayle, Frankfort, secretary.

## KINGS COUNTY SOCIETY OPENS THE BALL.

**First Meeting After Holiday Recess—Professor Anderson Makes an Interesting Contribution to the Proceedings—Society Will Issue a Table of Pharmacopœial Changes.**

The September meeting of the Kings County Pharmaceutical Society, the first after the holiday recess, was well described by one of the attendants as "a very druggy meeting." The attendance was gratifying to the officers, and much interest was taken in the proceedings. President Adrian Paradis called the meeting to order at 3 o'clock p.m., Tuesday, September 12, and Secretary Hegeman recorded the proceedings. Two applications for membership were received and two candidates proposed at the preceding meeting were balloted for and admitted to membership, after which Treasurer P. W. Ray submitted his report. The receipts during the month amounted to \$937.61 and the disbursements to \$489.97, leaving a balance of \$447.64. Treasurer Ray also reported for the college, the treasury of which was declared to be in excellent condition.

For the Committee on Supervision, Dr. William Muir described the improvements that had been effected during the holidays and pointed to the new wall decorations. He said that the college year would begin with the largest junior and senior classes in the history of the institution. Speaking later for the Committee on Legislation, of which he is chairman, Dr. Muir put the members straight on the status of Duffy's Malt Whiskey, which he said had been declared by the highest court in the State to be a whiskey, pure and simple, which druggists could not sell without an excise license, such as was required of dealers in whiskey generally.

John G. Wischerth made a verbal report for the Committee on Trade Matters, saying that steps had been taken to place copies of the Epitome of the National Formulary in the hands of physicians, but that the work had been suspended for some time owing to the inactivity of Mr. De Forest. Mr. Wischerth asked authority to employ some other canvasser, and this was granted by the adoption of a resolution introduced by Dr. Muir.

President Paradis spoke of the advisability of the society issuing cards to members showing the changes in the new Pharmacopœia, and the suggestion was warmly seconded by Dr. Muir and others. It was first recommended to print 25,000 copies and supply five copies to each member, but former President Kiehlne thought that better results would be obtained by distributing the cards direct to physicians. In this he was supported by Professor Anderson, who thought it would be an added advantage to include particulars of National Formulary preparations.

Dr. Muir is the chairman of the Procter Memorial Fund Committee of the State Pharmaceutical Association, and mentioning the donation by the State body of \$50 to the national fund, he said that local organizations might take similar action and he would like to see the Kings County Pharmaceutical Society take the first step. He therefore moved that \$25 be appropriated for the fund, and appropriate action was taken.

Professor Anderson improved the opportunity to speak of the debt which American pharmacy owed to William Procter, Jr. He touched briefly on the steps that had been already taken to perpetuate the memory of Professor Procter and intimated that they might take the final form of a monument to be erected in Washington.

Dr. Muir intimated that individual subscriptions would be welcomed, saying he would be glad to receive donations of \$1 and upward. The reports of delegates to the various meetings held during the year were called for, and C. L. Gesell responded in behalf of the delegation for the New York State Pharmaceutical Association with a few well chosen remarks covering the principal business accomplished. He was followed by Dr. F. P. Futhill, who described his reception at the meeting of the New Jersey Pharmaceutical Association and acknowledged courtesies shown him. O. C. Kiehlne was called upon to give a volunteer account of the proceedings of the New York State meeting, and the action taken there which seemed to stand out most clearly in his recollection was the blocking of the attempt

to amend the excise law pertaining to pharmacy. He spoke in terms of eulogy of the paper presented at the State meeting by Dr. Joseph Kahn on The Detection of Methyl Alcohol.

Most interest was taken by the members in the account given by Professor Anderson of the Atlantic City meeting of the American Pharmaceutical Association. He said the meeting was a most successful one and largely attended and gave a very interesting account of some of the discussions on pharmaceutical subjects which took place during the sessions, particularly at the meetings of the Section in Pharmacy and Dispensing. Those centering about the new Pharmacopœia were particularly instructive, he said. It was very important that pharmacists should inform themselves thoroughly regarding the changes of strength in the preparations of the new Pharmacopœia as compared with the old, and govern themselves accordingly, especially in the case of renewals of prescriptions, as some of the changes were quite radical. One of the changes which elicited debate was the addition of potassium iodide to tincture of iodine. One member considered the product should be called a compound tincture and another objected to the addition on the ground that crystals of potassium iodide might be deposited on the skin. The purpose of adding potassium iodide to tincture of iodine was, Professor Anderson said, explained by Professor Remington, who said it was to prevent the deterioration of the tincture by the formation of hydriodic acid.

Mentioning other interesting subjects of discussion at the Atlantic City meeting, he said that the association, through President Beal, had been engaged for some time in the construction of a model prerequisite law. One provision of this law provided that a college diploma should be a prerequisite for examination by a Board of Pharmacy, but no provision was made in the law for a preliminary educational test for admission to the colleges, it being left to the discretion of the boards as to which college should be recognized.

Professor Anderson was awarded a hearty vote of thanks for his contributions to the proceedings.

John G. Wischerth informed the members that the telephone question would probably be taken up by the N. A. R. D. at the forthcoming meeting in Boston.

Professor Anderson, who is chairman of the N. A. R. D. delegation from Greater New York, reported that the Kings County Society had been credited with 11 delegates out of a total of 30, which he considered a very good showing. He spoke encouragingly of the situation in New York and said that an injunction had been obtained by the Peruna Company against Bloomingdale Brothers, of this city, to prevent the firm from selling mutilated packages at cut rates. The new members elected at this meeting were: Rudolph Quasman, 411 Ridgewood avenue, Brooklyn, and Miss Bertha M. Wallach, 58 Stanton street, New York.

## BROOKLYN DRUGGISTS PLEASED WITH BOSTON HOSPITALITY.

The October meeting was held on the 10th inst. After the usual routine business two candidates for election, proposed at the September meeting, were balloted for and elected. These were Fred H. Kern, 197 Engert avenue, Brooklyn, and J. Leon Lascoff, 1228 Lexington avenue, New York. Professor Anderson entertained the members with a well digested account of the Boston meeting of the N. A. R. D., in which he spoke in the highest terms of praise of the hospitality of the druggists of Boston. One of the most delightful experiences of the visitors came at the close of the week's stay in Boston. As the members were disembarking from the excursion steamer on the return trip from Plymouth they found the local committees lined up on two sides to form a lane down which the passengers walked, exchanging hand-clasps and parting greetings with their Boston hosts.

At the suggestion of Dr. Muir the society adopted a vote making special acknowledgment of the hospitality of the Boston druggists, and the secretary was instructed to notify the president of the Boston Association of Retail Druggists of the action taken.

## PROFESSOR OLDBERG ON THE WORK OF THE EDUCATION DEPARTMENT.

A letter which had been sent by Prof. Oscar Oldberg, of Chicago, to the Education Department of New York and which

the secretary of the department had in turn forwarded to Professor Anderson was read by the latter as an evidence of the interest taken by the department in pharmacy work. The following interesting extract is given:

Heretofore each pharmaceutical school has been a law unto itself, and not even the American Conference of Pharmaceutical Faculties has been able to exert any influence. But your work and the published findings must of necessity do a great deal of good, because the pharmaceutical schools can now no longer continue to disregard each other and the general cause of pharmaceutical education as many of them have done.

The argument which has been advanced by several institutions that the decision of the Education Department of New York affects only the New York schools is futile. Your verdict will affect the whole country, and all reasonable men who are interested in respectable special training for pharmacy must admit that the only real guide we now have is that afforded by the report of the nonpartisan and competent authority specially designated by law to examine into this question, whether they agree in all respects with the requirements of New York or not. This report will help to clear the atmosphere, and that speedily. Many schools not yet registered will deem it not only wise but necessary to apply for registration in New York and to do whatever may be requisite to secure it.

Much remains to be done to remove misconceptions which have always existed in the minds of pharmacists, boards of pharmacy and pharmaceutical teachers in regard to the real objects of pharmacy laws and the best means by which those objects may be attained; but the necessary campaign of education is at last on and will not end without wholesome and lasting results. Publicity is as beneficial in clearing away the most serious evils that now beset the pharmacy laws and schools as it is in curbing the greed of some of our great "trusts."

The Committee on the Pharmacopœia announced that about 4000 booklets had been printed and were ready for distribution. It was intended to send out 3000 copies to the physicians of Kings County and 800 to the druggists of the borough. The booklet gives a list of the changes in the new Pharmacopœia and contrasts the present standards with the old.

#### A FREE SCHOLARSHIP ESTABLISHED.

The society voted to establish a free scholarship open to Brooklyn High School graduates who possess the necessary Regents' counts and pass an examination in chemistry, physiology and botany. Dean Anderson was instructed to communicate with the authorities of the high schools and arrange for methods of procedure, examinations, etc.

After some discussion it was voted to instruct the delegates from the Kings County Society to the Metropolitan Association of Retail Druggists to insist on the Kings County Pharmaceutical Society being recognized as one district, including all the druggists of Brooklyn, all dues collected for the M. A. R. D. to be turned into the treasury of the Metropolitan Association.

#### Pharmaceutical Meeting of the Philadelphia College of Pharmacy.

The first of the series of pharmaceutical meetings of the Philadelphia College of Pharmacy for the current session was held on Tuesday afternoon, October 17, with Prof. Samuel P. Sadtler in the chair.

The meeting was devoted to a discussion of the new Pharmacopœia, and in this connection two papers were presented, one by M. I. Wilbert on "Doses in the U. S. P.," and one by Allen Shryock, on "Our new Pharmacopœia and the metric system of weights and measures," which latter was read in the absence of the author by Charles H. La Wall. Among those participating in the discussion were Prof. C. B. Lowe, Otto Kraus, Dr. C. A. Wiedemann, E. M. Boring, E. R. Gatschel, Henry C. Blair, Charles H. La Wall, and the chairman.

In his paper Mr. Wilbert called attention to the fact that for the second time in the history of the United States Pharmacopœia, doses have been included. The first attempt to introduce them was in the revision of 1830. He also stated that while the members of the Committee of Revision had succeeded in giving a practical solution of the question of official doses, they had not been altogether successful in the selection of quantities indicative of approximate, average metric doses.

Allen Shryock advocated the absolute use of the decimal system in the making of pharmacopœial preparations, and said that the day has gone by for approximate equivalents, closely as they may represent the true quantities.

Reprints of the first pharmacopœia published in the United States were distributed among the members. The author was Dr. Wm. Brown, and it was published in Lititz, Lancaster County, Pa., March 12, 1778. The book was printed entirely in Latin and comprised 32 pages, 4¼ x 2½ inches.

## Obituary.

CHARLES H. BUTLER.

Charles Henry Butler, one of the founders and a life member of the New York State Pharmaceutical Association, died at his home in Oswego October 8. He had been in his usual health and was about his store the day before his death, but went home at 6 o'clock feeling unwell. He was taken with a sinking spell soon after his arrival and a physician was called. He passed a comparatively quiet night and on the morning of his death was apparently no worse. He fell asleep and at 9 o'clock was found dead.

Mr. Butler was born in Louisville, Ky., in 1829. When three years of age he removed to Oswego with his widowed mother. She opened a millinery establishment, and he received his education in the public schools. In 1842 he entered the drug store of Henry Canfield as a clerk and in 1860 became a partner, under the firm name of Canfield & Butler. Later Mr. Butler purchased Mr. Canfield's interest and had since conducted the store.

At his funeral, which took place from Christ Church October 11, there was a large attendance of druggists from the county associations. The State Pharmaceutical Association was represented by Edward F. Dawson, William Muench and Thomas Dalton. George E. Thorpe attended as president of the Onondaga County Pharmaceutical Association.

Mr. Butler's loss will be greatly felt by the members of the New York State Pharmaceutical Association, many of whom he counted among his intimate friends. While Mr. Butler had not of late years taken a very active part in the work of the association, there was a time when he was looked up to as one of the most able and responsible of those who were active in the affairs of the organization, and he was greatly esteemed and respected by all. He never cared for office, though he was treasurer of the association for ten years, from 1881 to 1891, and frequently served as a member of important committees.

THOMAS CHRISTY.

The death on September 7, at Wallington, England, of Thomas Christy, F.L.S., head of the firm of T. Christy & Co., Old Swan Lane, London, removed from the British drug trade one of its most interesting and prominent figures. He was well known to traveling Americans, whom he always treated with great kindness and courtesy.

Mr. Christy early evinced a strong leaning toward botanical research in its special application to medicine, and after receiving a good general education and serving an apprenticeship with a commercial firm he went to China, where for some time he was engaged in the export produce trade. He took full advantage of his residence in the East and of his close connection with the produce trade to further his study of medicinal substances and he introduced many new drugs into commerce, perhaps the most important of these being menthol. While abroad he was in constant communication with Daniel Hanbury and other leading botanists and pharmacologists and his assistance was often sought and readily given. Returning to London in the early 60's, he established himself as an importer and merchant in drugs, a business which from its inception largely specialized in the introduction of new medicinal agents, prominent among these being strophanthus. Ramie fiber also was brought to the front by Mr. Christy. Nearly 40 years ago the publication of his series of "New Commercial Plants" was commenced and at once attracted attention, as much valuable detail was placed in a readily accessible form. All this involved an immense amount of work, and a great deal of it was not of a profitable nature from a pecuniary point of view, but it brought Mr. Christy what he valued much more—a reputation as a mine of information unobtainable elsewhere. At his residence in the south of London he had a magnificent garden with greenhouses, and there he raised from seeds or cuttings many of the plants which produced new drugs, and was thus able to supply practical botanists, including colonial experimentalists, with most valuable material. Meanwhile his business increased and it is to-day one of the leading importing and distributing houses dealing in pharmaceutical specialties.

Mr. Christy served the Linnean Society for many years as an active Fellow and member of the Council.

GEORGE F. FULFORD.

In a collision between an automobile and an electric car at Newton, Mass., on October 8, Senator George F. Fulford, the proprietor of Pink Pills for Pale People, received such serious injuries that he died at the hospital in Newton a few days later. Senator Fulford was accompanied by William T. Hanson, of Schenectady, N. Y., with whom he was associated in business. Mr. Hanson escaped with bruises and a bad shaking up, while the chauffeur sustained a fractured skull, from which he afterwards died. The automobile was hired by Mr. Hanson from the Automobile Storage Company, of Albany, N. Y., and the chauffeur in charge was considered a careful and expert driver. The collision occurred as the automobile was going down hill from Newton in the direction of Boston. A car on the Boston & Newton street railway tracks was crossing Beacon street in the opposite direction at the same time, and those in the car and the automobile saw each other too late to avoid a collision. The car was going at a fair speed, while it is said that the automobile was going down hill at a fifteen-mile rate. The heavy touring car struck the electric car in the side. The force of the collision overturned and destroyed the automobile, all the occupants being thrown out. Senator Fulford had his left leg badly wrenched and twisted, besides sustaining other bruises on the body, which resulted in his death.

Senator Fulford was fifty-three years old. He was a member of the Brockville Town Council for twelve years and in 1900 he was called to the Senate of Canada.

#### DIED.

**BOWMAN.**—In San Francisco, Cal., on Wednesday, September 20, Henry Bowman, in the eighty-second year of his age.

**CAMERON.**—In Brooklyn, N. Y., on Friday, September 8, Rachel A. Cameron, widow of Donald L. Cameron.

**CROUTER.**—In Ridgewood, N. Y., on Wednesday, September 20, August P. Crouter, about thirty-eight years old.

**FLEXION.**—In Winnipeg, Canada, on Monday, September 11, Charles Flexion.

**GLEASON.**—In Manchester, Vt., on Sunday, September 10, Samuel O. Gleason, of Troy, N. Y., in the seventy-second year of his age.

**GOSSETT.**—In Lewisville, Ark., on Wednesday, October 11, J. B. Gossett.

**HOWE.**—In Indianapolis, Ind., on Sunday, October 1, Aaron B. Howe, in the fiftieth year of his age.

**JAQUITH.**—In Jersey City, N. J., on Wednesday, October 4, Horace James Jaquith, of East Orange, in the fifty-seventh year of his age.

**LAMBERT.**—In Hoosick Junction, N. Y., on Friday, September 22, J. L. Lambert, a drug salesman, in the sixtieth year of his age.

**LAWRENCE.**—In New York on Monday, September 12, Samuel Remsen Lawrence, in the seventy-first year of his age.

**NEFF.**—In York, Pa., on Friday, October 13, George W. Neff, in the sixty-ninth year of his age.

**RALSTON.**—In San Francisco, Cal., on Thursday, September 14, Archibald Ralston, jr., Ph.G., of Woburn, Mass., in the twenty-sixth year of his age.

**RICKETTS.**—In Plains, Pa., on Friday, September 22, John Ricketts, in the thirty-fifth year of his age.

**SCOTTEN.**—In Kokomo, Ind., on Tuesday, October 3, Dr. J. M. Scotten, in the seventy-seventh year of his age.

**THOMPSON.**—In Winston-Salem, N. C., on Thursday, October 5, Dr. V. O. Thompson, in the seventieth year of his age.

**TONRY.**—In Baltimore, Md., on Tuesday, October 3, Prof. William P. Tonry, in the sixty-fifth year of his age.

**WALSH.**—In Holland, Mich., on Friday, September 8, Heber Walsh, in the seventy-fifth year of his age.

**WITHERSPOON.**—In Lancaster, S. C., on Wednesday, October 4, James H. Witherspoon.

## Greater New York News.

J. M. Brayley, of Montreal, Canada, visited the local drug trade a few days ago.

E. H. Buehler, drug broker of Chicago, was in town recently on his annual trip.

E. H. Burr, American representative of Roure-Bertrand Fils, has returned from an extensive trip through the West. He reports the business outlook in that section as very bright.

Charles M. Carr, chief of the publicity department of the N. A. R. D., was in town recently with the members of the Chicago Press Club, who were entertained by the New York Press Club.

Edgar J. Lauer, of Magnus & Lauer, dealers in essential oils, has received the Republican nomination for the Fourteenth Judicial District Municipal Court bench. This court was created by the last session of the Legislature. Mr. Lauer is a well-known lawyer. He became a member of Magnus & Lauer about two years ago, succeeding to his late brother's interests.

A very successful and enjoyable entertainment was given by the German Apothecaries' Society last Thursday evening at Heumann's Harlem Casino, Seventh avenue and 124th street. Musical selections and declamations by well-known artists were followed by a vaudeville entertainment by professional talent. Music was furnished by Lederhaus' Band and dancing was indulged in to a late hour.

A. T. Kander, of Bloch & Kander, of Kansas City, Mo., called on the local drug trade recently. Among other visitors to this market were A. B. Carpenter, of Greenville, S. C.; Andrew Van Antwerp, of G. Van Antwerp & Son, Mobile, Ala.; G. H. Moxley, of the A. Kiefer Drug Company, Indianapolis, Ind., and T. A. Worley, of Covington, Ohio.

A recent meeting of the New York Retail Druggists' Association started a movement for a relief and endowment fund for the benefit of members in distress. A committee of five was named to work out details of the plan, which in a general way provides that by the payment of \$3 annually a member may secure relief in time of sickness. In case of death the member's family is to get an endowment, for which each member will be assessed.

Fred P. Hinkston, who is well and favorably known to the retail drug trade of New York State through his long connection, first with the firm of Lehn & Fink and later with Bruen Ritchey & Co., has engaged with Alfred Wright, of Rochester, the perfumer, to represent the firm along the Hudson River and in New York City and New Jersey. This should mean a great boost for Wright's perfumes, as "Fred" is well liked and universally known.

The marriage is announced of Miss Sophie Norwalk to Karl Korones, the ceremony taking place on Thursday, October 5, in this city. Mrs. Korones will be pleasantly remembered by the members of the New York State Pharmaceutical Association as a fellow-member and by many of the pharmacists of New York City as the successful manager of one of Max Marlanson's branch stores. All will unite with the AMERICAN DRUGGIST in wishing the newly married couple the utmost happiness and prosperity.

Charles McCormic, treasurer of the firm of Johnson & Johnson, New Brunswick, N. J., was among the passengers on the steamship Baltic, which sailed from New York on October 18. It is Mr. McCormic's intention to take a run through the British Isles and visit the Continent. While away he will attempt a judicious blending of business with pleasure. On the eve of his departure he was presented with a substantial token of the esteem in which he is held by his associates on the staff of Johnson & Johnson.

B. Frank Hays, for the past 12 years associated with the Fraser Tablet Company, has resigned his position as secretary of the company and superintendent of the laboratories and entered the employment of E. R. Squibb & Sons. Mr. Hays was well and favorably known to the trade before he became

associated with the house of Fraser. He was a graduate of the New York College of Pharmacy, where for some time he acted as instructor while engaged with his father, David Hays, in the conduct of a highly successful retail store on Fifth avenue. Having developed a very considerable wholesale business in tablets and tablet triturates he and his father sold out the retail store and engaged in manufacturing under the name of David Hays & Son, which business he sold and joined forces with Fraser & Co. Mr. Hays was formerly a trustee of the College of Pharmacy of the City of New York and took an active part in all pharmaceutical affairs and will probably again resume his activity in association and college work.

#### A Transaction in Checks.

One of the newest and smoothest "confidence" games ever perpetrated on an unsuspecting business house has just come to light. The victims were A. G. Yeomans, president, and Charles T. Cubit, secretary and treasurer of the firm of Reid, Yeomans & Cubit, retail druggists in Nassau street, this city. For nearly a year they were being gradually worked up to a final "scoop," which resulted in the loss of over five thousand dollars. G. G. Gibson, a smooth-talking, smooth-faced young man was introduced to the firm by Mr. Kimball, manager for Alfred Wright, perfumer, of Rochester, as their new salesman to take charge of their New York business. Being quite affable and friendly, he was soon on good terms with the firm. Small checks were cashed for Gibson from time to time. Demonstrations and window displays were put in under his guidance. In the course of time he won the entire confidence of the firm, and an occasional dinner was indulged in, as Gibson was exceptionally good company. Shortly after the first of this year Gibson severed his connection with Alfred Wright to go with Williams Brothers, who compose the Crescent Perfume Company, of Rochester. He explained to Reid, Yeomans & Cubit that he was doing much better, as he was drawing \$2,600 a year, with a prospective interest in the Crescent Perfume Company. Demonstrations were made and window displays on Turkish shampoo soap, which brought Gibson in daily contact with the drug firm. One day Gibson explained to Mr. Yeomans and Mr. Cubit that he had a deal on by which he expected to make some money, and he asked that they cash his check, or indorse same, so he could have it cashed at their bank, since he carried his account in the Mechanics' Bank, Brooklyn. By doing this, he said, it would save him time by obviating his going to his own bank each day.

He also said interest was allowed on his daily deposits in Brooklyn, which commercial New York banks would not allow. Messrs. Yeomans and Cubit agreed to cash his checks at their bank under those conditions. Gibson had the firm introduce him to Edward Earl, also to the paying teller of the Nassau Bank, with whom they, Reid, Yeomans & Cubit, carried their account. After this checks varying from one hundred to seven hundred dollars were cashed quite frequently with the drug firm's indorsement. Gibson, to make himself extra solid with the firm, rented an office in their premises and naturally their confidence in him was further strengthened.

Some time in March Gibson explained to the firm that his profits on a cotton deal had accumulated to about \$3,000 and he wished to send a cashier's check on a New York bank to his brother in St. Louis for \$2,500, to be applied on paying off a mortgage on his family estate in the West, which he claimed was quite valuable. He wrote the letter to his brother and had his check indorsed by Mr. Yeomans, got a bank check and inclosed same in the letter for the West. His check was duly honored by the Brooklyn bank, as were all others which he drew on it for some months afterward. The final "scoop" came on June 27, when Gibson came in to Mr. Cubit in the morning, while he was busily engaged in counting up the daily cash at his desk, and placed his usual check face downward, telling Mr. Cubit he was in a hurry, as he was late with an engagement. Mr. Cubit hurriedly signed the check without looking at the face of it, and Gibson departed. Watching his opportunity, he approached Mr. Yeomans just before the bank closed in the afternoon and asked him to indorse his check.

Mr. Yeomans looked at the size of the check, which was for \$2,700, and asked Gibson for what he wanted such a large amount. He explained that he needed it for a special purpose. Mr. Yeomans, thinking that it would be perfectly good, as he had indorsed one for \$2,500 some months before, signed the check, and Gibson had it duly cashed at the bank. The paying teller happened in the store the next morning and remarked that those were large checks he had cashed for Gibson the previous day. Mr. Cubit found that he had indorsed a check for unwittingly indorsed the one presented by Gibson in the afternoon. Both checks duly came back the next day marked "not good," and Mr. Yeomans and Mr. Cubit realized then that they \$2,850, and Mr. Yeomans, not knowing of the other check, had had been "done brown." Gibson when called to account said that his boy whom he had sent to the bank with \$2,900 had run away with it, and he actually had a Central Office detective working on the supposed case for several days. Of course nothing came of this search, and the boy was not found. The other amount he claimed to have lost in speculation. When asked what prospect he had of making good he said that he could get all the money together inside of thirty days. He paid back \$500 in cash and gave the firm a thirty-day note for the balance, \$5,100. This was done by the advice of his lawyer, and had the effect of letting him out of a criminal action. Mr. Yeomans and Mr. Cubit are still looking for the \$5,100, and likely will be for a long time, as it was found upon investigation that this was not the first transaction of the kind to Gibson's credit.

#### WESTERN NEW YORK.

##### Trade Conditions Good in Buffalo—Scheduled Prices Maintained—

(From our Regular Correspondent.)

Buffalo, October 18.—The Buffalo drug trade is again "all right," according to certain of the leading members of the retail trade, which means that the demand for things called staple has not fallen off, while the special preparations are no longer going at cost prices or less and the warm weather that was denied the region in the spring is lingering now, so that the soda water counter is a center of attraction still, quite as in midsummer.

#### WESTERN NEW YORK NOTES.

W. B. Kowal has opened a new pharmacy at 1834 Clinton street, corner of Weiss, Buffalo.

Keller & Deuchler have moved their drug store from 757 to 735 Seneca street, Buffalo, where they have a better location and a store that is unusually attractive in appearance.

A slight fire in the drug store of H. A. Sloan, in the lower business district of Buffalo, lately endangered the store and the vicinity property, but was extinguished promptly.

Peter R. Croy, with a list of drug stores in Niagara Falls, appears to have spread his wings too wide and will now need to make an arrangement with his creditors before resuming business.

J. H. Mason, formerly a clerk in the Stein pharmacy at Niagara Falls, has the somewhat romantic satisfaction of opening a drug store in La Salle, on the Buffalo road, where he was born, and which has never had a drug store before.

The Buffalo College of Pharmacy does not open this year till October 19, the late date being on account of the change of commencement to a much later date to conform with the new university year.

Harry S. Vaughan, of Port Byron, for some time clerk in Grove's pharmacy, Batavia, and Harry L. Rider, of Batavia, traveling salesman for the William S. Merrill Chemical Company, of Cincinnati, have bought the Gould pharmacy in Batavia, taking possession October 1. The purchasers are graduates of the Buffalo College of Pharmacy, where they were classmates and roommates, Mr. Vaughan being the president and Mr. Rider the vice-president of the class.



## NEW ENGLAND.

**New Board Organizes—Political Bees in Pharmaceutical Bonnets.***(From our Regular Correspondent.)*

Boston, October 18.—On October 3 the Board of Pharmacy organized in accordance with the law, with officers as follows: President, Henry Adams; secretary, William F. Sawyer. During September one examination was held, at which ten candidates appeared. Those named below were given certificates: Frank D. Bean, Cambridge; James A. McCoy, Boston; Jeremiah A. Murphy, Fall River; Raoul J. B. Vezina, Springfield, and Arthur Lamson, Hopedale.

**DRUGGISTS ACTIVE IN POLITICS.**

Political issues are now prominently before the public and from all indications the drug trade will, as usual, be well represented. Ex-Mayor and last year Senator Charles L. Dean, of Malden, has received a unanimous renomination from his constituents. Hon. Harrie C. Hunter, Ph.G., of Marlboro, has been given a renomination without opposition. Hon. William J. Bullock, of New Bedford, has been again favored by the citizens of his district, and there is every prospect that he will represent them again in the Senate. Mr. Bullock is proving himself an able politician and has been prominently mentioned for Mayor of his city.

**TALKED ABOUT.**

A hearing was recently given before the Malden Aldermanic Board on the question of revoking the license of William H. Whittaker. The vote was against the proposition, 3 to 2.

A clerk in the store of David C. Hickey, Brookline, had an odd experience recently. Four men, strangers, entered the store and after making several small purchases they received change for a ten-dollar bill. They then claimed the change was short and attempted to swindle the clerk. He became suspicious and finally recovered the money by snatching it from the hands of the man who held it.

**MASSACHUSETTS GOVERNOR FLOUTS PHARMACEUTICAL ASSOCIATION.***(From our Regular Correspondent.)*

Boston, October 18.—The Governor has thrown tradition to the winds by his recent nomination of Charles Swift, of Brockton, to be a member of the Pharmacy Board. Ever since the time when the M. S. P. A. began taking an active part in bringing forward candidates for the board some one of the list submitted by the association has been selected annually by the occupants of the executive chair who have preceded Governor Douglas. The latter has, however, refused to follow this example and in this particular instance has nominated one of his fellow townsmen. This action is not pleasing to druggists, who feel that they have been ignored, and they are also incensed at the curt manner in which the committee which presented the M. S. P. A. names this month was received by the Governor. So it is not surprising that as the nominee has to be confirmed by the Council (which body is Republican, while the Governor is a Democrat) that there is talk of an attempt to prevent the confirmation of Mr. Swift. Time will show whether or not pressure will be exerted against Mr. Swift. The latter was born in Taunton in 1858 and three years later went to Providence, R. I. While a resident of that city he attended the public schools, and was later apprenticed to Blanding & Blanding. Subsequently he passed the examination of the Rhode Island Board of Pharmacy. He then moved to Brockton, before the enactment of a pharmacy law, and engaged in business with M. D. Crowell under the firm name of M. D. Crowell & Co.

**SCANT COURTESY BY GOVERNOR FOR ASSOCIATION COMMITTEE.**

Prior to this appointment the committee of the M. S. P. A. specially chosen to represent that body waited upon Governor Douglas and formally laid before him the names of Levi M. Snow, of Fairhaven; Charles F. Ripley, of Taunton, and Cornelius P. Flynn, of Boston, as suggested nominees, from which list it was anticipated that a selection of a successor to Presi-

dent Ripley would be chosen. But not even the eloquence of that sterling pharmaceutical orator, Hon. W. J. Bullock, of New Bedford, could make an impression upon the Governor. In fact, it now appears to have been a lost cause from the beginning, as a decision had undoubtedly been made before the committee appeared. Perhaps that explains why the committee was allowed only a scant three minutes to present this subject as well as the keeping of the committee standing during the interview. Druggists generally will not be sorry that the Governor is to be a yearling.

## PENNSYLVANIA.

**Arrested for Sale of Examination Questions—Four Hundred Applicants for Registration—Drug Bowlers' Plans. Co-operation Between the Associations.***(From Our Regular Correspondent.)*

Philadelphia, October 18.—The Pennsylvania Pharmaceutical Examining Board is determined to put a stop to the stealing and selling of examination papers. For some time past there has been a leak, and on Saturday last George Sloninsky, a druggist living at 644 Pine street, was arrested on a warrant sworn out by the State Pharmaceutical Examining Board charging him with having obtained a copy of the questions used by the board for its examination which was held in the College of Pharmacy on October 14. On October 16 the defendant had a hearing before Magistrate McCleary, who held him in \$1,500 bail for his appearance at court. Sloninsky refused to discuss the subject further than to say there was no truth in the charges.

**QUESTIONS BY TELEPHONE.**

W. L. Cliffe, a member of the State Board, at the hearing said that Sloninsky had probably obtained a copy of the examination papers from the office in which they were printed and that afterward he approached a student and offered to sell eleven copies for \$50. This offer was reported to the State Board and a trap was laid for the druggist. A student was instructed to pay Sloninsky \$50 and receive eleven copies of the questions. The druggist told the student to call him up by telephone at the Broad street station, when he would give the questions over the wire. The questions said to have been furnished by Sloninsky were almost identically the same as placed before the class.

**FOUR HUNDRED APPLICANTS FOR REGISTRATION.**

Four hundred applicants, including eighteen young women, attended the fall examinations held by the State Examining Board on October 14. About one-fifth of the students took the examination for qualified assistant, but the large majority were examined for registered pharmacists. Owing to the new law which requires an applicant to be a graduate of a college of pharmacy going into effect on January 1 there is an unusually large number of applicants. The examiners were Dr. Charles T. George, George W. Davis and W. L. Cliffe. In order that the test should be a fair one each student received a number, which he placed upon his paper instead of his name. The examiners will not know the names of the students until the rating is made up and the board takes a vote on the successful applicants. The successful students will have their certificates mailed to them within five or six weeks. Those who were unable to attend the examination will have one more opportunity to obtain the coveted certificate. A special examination will be held for their benefit at the College of Pharmacy on December 30.

**THE LODER SUIT TO COME UP NOVEMBER 3.**

On November 3 the Loder trial is set for a hearing. This suit has attracted considerable attention. The array of legal talents will be very large and some of the best known legal lights of the country will represent the different drug associations involved. The members of the various trade associations which Loder has brought suit against all look for a speedy settlement of the case. Loder has stated that a combine has been made against him so that he cannot purchase certain goods. This is denied, although the manufacturers claim they have the

right to refuse to sell their goods to any one who does not live up to the contract and agreement. Loder is a well-known cutter of this city.

#### BUSINESS ONLY FAIR.

There is a difference of opinion in regard to the drug trade. An officer of a leading wholesale drug house said that ever since May there has been a steady increase in the firm's business. He considered the outlook very encouraging. Many of the representatives of other houses talk in a different strain. The retail druggists say that they are doing a fair business. There is very little sickness in this city, and this in a measure has kept down prescription orders.

#### ECHOES OF THE ASSOCIATION MEETINGS.

Now that all have returned from the various annual meetings of the different drug associations the druggists who were away are getting down to business. In talking about what was done at the annual meetings of the N. R. D. A. and the N. W. D. A. associations M. N. Kline said:

"The dominant note of the meetings recently held by the N. A. R. D. and the N. W. D. A. was one of cordial, reciprocal action between the two associations.

"The N. A. R. D. indorsed very strongly, as was to be expected, the Direct Contract Serial Numbering Plan, and the N. W. D. A. in its action reaffirmed its position taken in Boston two years ago of a willingness to cooperate with it in making this plan a success so far as wholesalers could assist in this direction.

"Both associations took action condemning buying clubs, and in taking this action the N. A. R. D. members showed their willingness to accord to the wholesalers their rights to the jobbing end of the business, while the N. W. D. A. in indorsing the Direct Contract Plan showed its willingness, even at considerable inconvenience and expense to its members, to accord the retail druggist his protection in a reasonable profit on proprietary medicines.

"Action similar to this has been taken by each of the associations for a number of years, but there was certainly more evidence of an earnest desire to live up to the resolutions by the members of both branches of the trade than ever before.

"It is still to be noted that some members quite active in the deliberations of the N. A. R. D. are also quite active in endeavoring to build up buying clubs in their several communities, but when the association so strongly condemns this action, as it did at the Boston meeting, it is to be hoped that the retail druggists composing its membership will be less active in support of buying clubs.

"In matters of legislation both organizations put themselves on record as opposed to a reimposition of the stamp tax and in favor of a reduction in the internal revenue on alcohol, so that on these important legislative propositions they are also in complete harmony."

#### VENDERS OF SPURIOUS HARLEM OIL TO BE PROSECUTED.

The manufacturers of Tilly's Harlem Oil are, through their American agents, taking steps to prevent the sale of all so called spurious Harlem Oil, and have consulted their attorneys with the view of prosecuting all who are selling the cheaper product. Many druggists are now selling the original only, but there are several who are making their own Harlem Oil and putting it up in imitation of the original.

#### THE DRUG BOWLERS ORGANIZE.

The annual election of the Drug Bowling League was held at the office of Johnson & Johnson, 514 Arch street, on October 7, D. E. Bransome presiding. The officers elected for the coming year were: S. Wright, president; J. Ellwood Lee, vice-president; Ohas. Wells, secretary; C. P. Donnel, treasurer; members of the Entertainment Committee, D. E. Bransome, S. Wright and C. P. Donnel.

The retailers have dropped out of the league and the College of Pharmacy put in a second team. The league will consist of six clubs. All clubs will bowl on the same evening. The first match will be rolled on the 24th inst., on the Central alleys, Eleventh and Arch streets.

#### PHILADELPHIA NEWS NOTES.

Samuel B. Davis, of Sixth and Snyder avenues, has gone on a fishing trip and will be away for about ten days.

D. Pereira has succeeded J. V. Slaughter at Coulter street and Pulaski avenue, Germantown, Philadelphia.

It is rumored that a new drug store will be opened at Fifteenth and Chestnut streets, near the Bellevue-Stratford.

C. A. McCormick, who is well known by many Philadelphia bowlers, sailed for Europe on the 18th inst., for an extensive business and pleasure trip.

Charles Hendrickson, of Hance Brothers & White, will be married in this city on the 26th of this month. Just who the happy lady is seems to be a mystery.

William McIntyre, Frankford avenue and Adams street, has been reappointed a member of the Board of Education. Mr. McIntyre has long been a member of the board, and his record has been so clean and useful that he has been honored with a reappointment.

W. Fred. Steinmetz, 2838 Girard avenue, has been elected a member of the Proprietors' Association of America. For some time Mr. Steinmetz has been pushing certain preparations of his own, and the business has grown to such an extent that he has found it to be advisable to join the association.

J. T. Griffith, of Eleventh and Vine streets, has a window full of old shoes and boots, using them as an ad. for a well known foot powder, and it is surprising what a crowd is attracted by this novel display. Mr. Griffith says that the boots and shoes have sold over five gross of foot powder for him.

Gimbel Brothers have for some time been considering the advisability of opening a drug store in their mammoth department concern and have been quietly sounding the manufacturers and wholesale druggists relative to getting merchandise in the drug line, but their cold reception in many quarters has given the notion a set back. Their agent has been making strenuous efforts to obtain Peruana, and went to Columbus to see what he could do, but he came back unsuccessful, and as the matter now stands there is little or no prospect of a drug store at Gimbel's. The agent said to the writer that the Serial Number Contract Plan practically blocked them in their efforts to get the goods.

#### Mr. Slack Is in New York.

Alfred M. Slack, who is connected with the Drogueria Diego Gibson, Buenos Aires, one of the foremost drug houses in South America, arrived in New York last week, accompanied by Mrs. Slack, after an absence from the United States, their native land, of more than two years. Notwithstanding the many attractive features of their beautiful Argentine city, which, with its population of more than 1,000,000, is said to be, next to Paris, the most charming and most modern city in the world, Mr. and Mrs. Slack are affectionately attached to New York, and were glad to see Miss Liberty again.

Mr. Slack is an old time South American traveler and enjoys a wide acquaintance among physicians, druggists and hospitals in all the Southern countries, having introduced a number of the better known American preparations there, but more notably, and more recently, the goods of the J. Ellwood Lee Company. He is here chiefly on a buying excursion, and in those lines which he thinks will be suited to the needs of their trade he is prepared, we understand, to place large orders. Should any one among our commercial houses, including those making dental instruments or dental specialties, be sufficiently interested to want a suitable sales connection for Argentine, Uruguay and Paraguay, we doubt not that Mr. Slack will be glad to hear from him through the Foreign Department of the AMERICAN DRUGGIST.

#### At It Still.

John Paul Jones—erstwhile of S. & D., but now the traveling representative in New York and nearby States of Hance Brothers & White, Philadelphia, continues to entertain his customers with quaintly worded postal cards announcing his early arrival. The following is a copy of his latest:

LIFE IS SHORT—LET US DO THE OTHER FELLOW  
SOME GOOD—AS WE JOURNEY ALONG.  
I AM THE OTHER FELLOW.  
THAW OUT—AND SEND ME A MAIL ORDER TO  
Arlington Hotel, Oil City, Pa., October 4th, with  
HANCE BROTHERS & WHITE.

JOHN PAUL JONES.  
"He Pays the Freight."  
This is by special permission of former LIEUT.-GOVERNOR JONES.  
(Jones of Blinghamton.)

## OHIO.

**Business Good in Northern Ohio—The Cleveland Merchants' Tour  
—The New President of the N. W. D. A.—Action Postponed  
on the Cocaine Cases.**

(From our Regular Correspondent.)

Cleveland, Ohio, October 18.—Wholesale druggists have had a good business the last few weeks in the sundry and holiday goods department. The trade has been heavier, if anything, than ever before. This section is in excellent condition financially and there is no reason why business should not be good. There is no particular boom on, but every mill and factory in the country is running full time, with plenty of orders ahead. This is a condition of business that has not been enjoyed for some time past.

In the city this particular branch of business has not been so good, as local retailers feel that they can stock up any time at the wholesale houses. However, other lines of the trade have been quite satisfactory.

Other than this the business has been comparatively featureless. Quite a number of changes have occurred over the State and new stores have been established from time to time. This is perhaps the most noticeable thing in the business, though no especial reason for it is apparent. Tuesday morning of last week about forty members of the wholesale board of the Cleveland Chamber of Commerce started out on a special train over the Erie railroad to visit a number of towns in eastern Ohio, western Pennsylvania and western New York. This is the fifteenth trade extension excursion of this body, and the route lies partly over territory that has been covered on former trips. It will require four days to make this trip and stops will be made at something like 40 towns. The Bell Telephone Company arranged telephones in the cars and the travelers will be able to talk to their homes or other places where stops are made at the larger points and wires connected up. The board had prepared a large number of booklets entitled "The Wholesale Merchants' Board of the Cleveland Chamber of Commerce, representing Cleveland, the Trade Centre of Surrounding States, the Metropolis of Ohio, the City Beautiful, the Seventh City of the United States." These will be distributed among merchants at all the points visited. They contain views of interesting points in Cleveland, full page cuts of the business places of all the concerns represented, with the names of the representatives. Lucien B. Hall, of Benton, Hall & Co., president of the National Wholesale Druggists' Association, and R. L. Cobb, of Strong, Cobb & Co., represented their respective houses on the trip.

**ACTION ON COCAINE CASES POSTPONED.**

Although the State Board of Pharmacy at its last meeting had transcripts from the courts in the cases of six pharmacists convicted of selling cocaine illegally at various places in the State no action was taken, owing, it is said, to the fact that Secretary W. R. Ogier was called away to the bedside of his brother, who was believed to be dying. It was the intention of the board to give all these men a hearing if they desired it and they were notified to appear. The opinion of the members of the board was that few of them would care to appear.

**THE NEW PRESIDENT OF THE N. W. D. A.**

Druggists in this city and northern Ohio have extended congratulations to Lucien B. Hall, of Benton, Hall & Co., on his election to the presidency of the National Wholesale Druggists' Association. Mr. Hall is prominent in business here, being second vice-president of the Cleveland Chamber of Commerce and for the last two years president of the wholesale board of that body. He has taken part in all matters that would further the business and industrial interests of Cleveland and is always willing to bear his portion of the burden in any enterprise toward that end.

**CLEVELAND NOTES.**

J. B. Gensert has purchased the Dunham Avenue Pharmacy, at the corner of Dunham and Lexington avenues.

Roskey & Obert, a firm made up of two young men, have purchased the business of John Lehr on Lorain street.

M. J. Cramer has purchased the stock of William Lash, 1363 Lexington avenue. The stock had been involved in bankruptcy proceedings.

Cleveland wholesale merchants will make another effort to have the Central Passenger Association issue interchangeable excess baggage tickets for the use of traveling men. They desire that they shall be made to use the same as the mileage books, and it is said that several other cities will join in this matter. Some time ago the Passenger Association was requested to consider this matter favorably, but the proposal was turned down.

**ALL OVER THE STATE.**

D. O. Williams has succeeded Lydy & Williams at Chicago Junction.

The Bixler-Harper Drug Co. has purchased the Wadsworth Pharmacy at Wadsworth.

Frank Vaughn, of Lowellville, has sold his drug business to S. L. Burke.

William F. Hursh has purchased the business of Hursh Brothers at Mansfield.

B. E. Vale, of Niles, has purchased the business of R. B. Rowland at Alliance.

W. W. Mowrer has succeeded the firm of Mowrer & Antram at Alliance.

W. F. Near has purchased the interest of his partner on the business of Starbird & Near at New London and will continue alone.

Guy Coblentz, of Springfield, has sold an interest in the Metropolitan Pharmacy to Mr. McCauley and in the future the firm name will be Coblentz & McCauley.

M. L. Buchwalter, of Cincinnati, who purchased the drug stock of Zimmerman & Co. at Wooster, is operating a store at that place now. He is a prominent attorney of the Queen City.

Reports from Wooster are that the McWatters By-Product & Gas Co. of that place had passed under the control of Pittsburgh parties and that chemicals will be manufactured, the production of gas being of secondary importance so far as the owners are concerned. However, the statement is made that gas will be sold as low as natural gas can be furnished.

**The Illinois Board of Pharmacy.**

At the meeting of the State Board of Pharmacy in Springfield on October 10 eight out of a class of eleven candidates for registered pharmacist, ten of the twelve applicants for assistant pharmacist and two of the three candidates for registration under section 5 of the pharmacy law passed successful examinations. Their names follow:

Registered Pharmacists: Luigi Drammis, Lincoln; Sam'l Silverberg and O. D. Wiperman, of Chicago, and J. F. Heimbeck, Rock Island; M. M. Ludwig, East St. Louis; A. H. Niemiller, Brown, and F. A. Wade, Champaign.

Assistant Pharmacists: F. P. Kennedy and A. Sanfilippo, of Chicago, and N. M. Biddle, Wilmington; J. Hirschle, Springfield; W. R. Michaelis, Belleville; I. W. Miller, Litchfield; T. J. Segraves, Grafton; A. B. Taylor, Peoria; Robt. T. Wallace, Decatur, and H. E. Wilson, Toulon.

Section 5 of the Pharmacy Law: Wm. A. Metcalf, Carlinville, and H. C. Peters, Quincy.

A remarkable feature of the examination was that every applicant who had signified his intention of taking the examination was present. The next meeting of the board for the examination of candidates who have not heretofore passed the preliminary test required by the board will be held in Chicago on Tuesday, November 14. A meeting will be held the following day, Wednesday, November 15, for the examination of applicants who have already passed the preliminary test. The next examination for candidates for apprentice registration will be held in the county seats of the various counties throughout the State on Friday, November 10. The new United States Pharmacopœia will not be used by the board in examinations until after January 1 of next year.

## THE WEST.

**Confusion Regarding Legal Standard in Illinois—The Eighth Revision Not Legal Standard Until Declared So by Statute—Dispensing Physicians Discussed—Thanks to Boston Entertainers.***(From our Regular Correspondent.)*

Chicago, October 19.—In his report read at the regular quarterly meeting of the C. R. D. A., President Avery called attention to the situation that has resulted from the recent revision of the Pharmacopœia. The daily newspapers had misunderstood an opinion rendered by Attorney General Stead, of Illinois, and the belief had become general that the pharmacy law had become practically inoperative, and that any one might sell impure drugs with impunity. President Avery called attention to the fact that until the next legislature adopts the eighth revision as a standard, the former Pharmacopœia will be the one recognized in the State courts. Mr. Avery continued: "That pharmacists may not be in any doubt as to their duty in the light of this apparent confusion, we have asked the State Board of Pharmacy to define its position. The members assure us that the use of common sense shall govern their policy. If drugs shall conform to the seventh revision it will be the legal standard. If they conform to the eighth revision the purpose of a pharmacist will be manifest and be worthy of consideration. If drugs are dispensed that do not conform to any standard, especially where an attempt to defraud is evident, the Board of Pharmacy will prosecute without fear of legal restrictions."

## DISPENSING PHYSICIANS.

The question of a physician doing his own dispensing was brought up, and Mr. Avery recommended that a register of physicians be compiled, giving the names of those who, upon the authority of three pharmacists, may be recorded as not dispensing remedies. The matter was made a special order of business for the January meeting.

The plan for a bank which is anxious to have druggists act as agents was explained by two of the men most interested, and the following resolution was passed:

*Resolved*, That it is the sense of the C. R. D. A. that if any of our members are interested in the proposed banking enterprise they should investigate it carefully, and, if satisfied it is sound, should use their own judgment about engaging in it.

A resolution expressing gratitude for the lavish entertainment afforded by the Boston and New England druggists during the convention was passed.

## BOOMING THE DRUG TRADE CLUB.

A fish-story evening was held at the Chicago Drug Trade Club on Tuesday, October 17. A special table d'hôte dinner was served, and the opportunity afforded the members to unburden themselves of the fish stories accumulated during the season was availed of by C. P. Van Schaack, James Bartlett, John Mather and others. It was dry work, of course, so the irrigation committee was kept busy. The affair brought out a large attendance of club members and their friends.

## MINOR NEWS NOTES.

Albert E. Ebert has been laid up for some time owing to a "shake-up" received in an accident which occurred to the train in which he returned from the Atlantic City meeting.

Charles L. Gleeson, representing P. E. Anderson & Co., was in the city a short time since, having come down from Canada where he spent the summer.

Charles E. Clarke, who has been with Fuller & Fuller for a number of years, is to go with the Dr. Miles Medical Company October 1.

The Thermalite Company has discharged one of its salesmen, against whom complaint was made that he had been "knocking" the N. A. R. D. while calling on the Chicago trade.

R. W. Walker, who was Chicago manager for Tufts and the American Soda Fountain Company, has engaged in business for himself at 1637 Chicago avenue, Evanston, Ill., and will deal exclusively in second-hand fountains. Mr. Walker has a large

circle of friends all over the United States who know the new enterprise will be a pronounced success.

R. C. Stofer, vice-president of the Norwich Pharmacal Company, was a caller at the Chicago office of the company last week. Mr. Stofer is touring the West, accompanied by Mrs. Stofer.

Isaac H. Fry, who for many years had a store at Cottage Grove avenue and Twenty-ninth street, died recently in California. Mr. Fry had retired from business and had gone West. He was a member of the Illinois Pharmaceutical Association, the Chicago Retail Druggists' Association, and the Chicago Veteran Druggists' Association.

## THE SOUTH.

**Business Brisk After Modification of Quarantine Regulations—New Canal Street Stores Will Soon Be Opened.***(From our Regular Correspondent.)*

New Orleans, La., Oct. 16.—All in all conditions in the drug trade which obtain to-day are favorable, and trade as a whole is exceptionally good. There has been little out of the ordinary to develop in the last few days, and the trade has moved along on smooth and regular lines. All the wholesalers here continue to do a good business. In their shipments they are having less trouble since certain orders issued by the State Board of Health have resulted in a relaxation of quarantine restrictions. The country business is picking up splendidly and with some of the wholesalers the business done during the latter part of September and first part of October this year exceeds that for the same time last year. In addition to all of this indications are very favorable for a decided brightening up all along the line.

## QUARANTINE RESTRICTIONS RELAXED.

Because of the raised quarantines in the State, and in accordance with an order issued by the State Board of Health a good many of the parish boards have raised the quarantines, the drummers in the State are able to move about more freely and have been going over their territory carefully during the last two weeks. They are building up that part of the trade which was damaged by the fever conditions.

## A HANDSOME STORE.

I. L. Lyons & Co., the big drug establishment in Camp street, recently enlarged its surgical instrument department, and now boasts one of the handsomest in the South. The big stairway which occupied a good part of the front of the Lyons store has been removed and the new department has replaced it. A good many new instruments and modern appliances have been placed on exhibition in the department.

## NEW ORLEANS ITEMS.

The new store of the Paragon Drug Company, in Canal street, is entering an era of prosperity. It seems to have met with popular favor and consequently is doing a splendid business.

The damage sustained by the Lyons establishment in the recent fire in the neighborhood has been fully repaired. The damage in question resulted from the fire which destroyed the printing establishment of Walle & Co., in Gravier street. The warehouse of Lyons & Co., which adjoins, was damaged to the extent of \$5,000. All the damaged goods have been removed and replaced by new stock.

E. Huberwald, the former manager of the American Drug Store, who will shortly open the Economical Drug Store in Canal street, about a block and a half from the American Drug Store, is pushing his plans to completion and expects to have his big store ready to open in the next thirty days. A great many changes are being made in the big building which Mr. Huberwald will occupy and a great part of the space it affords will be used for display purposes. He purposes to have one of the handsomest and best equipped establishments in the South.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, October 21, 1905.

The market for drugs and chemicals during the past fortnight has not been characterized by any special activity, but the general movement of stock is satisfactory in the aggregate and jobbers express themselves as pleased with the condition of the market. Menthol continues to show an upward tendency in the face of stronger advices from the principal market abroad, and the predictions which have been made from time to time in this column regarding the probable course of the market are likely to be soon fulfilled and November prices for menthol are likely to more than double the prices current in the early spring. Nothing new has developed in the opium situation, the demand being almost wholly for small quantities, but there have been further manifestations of strength in camphor. Codliver oil of the new crop is in plentiful supply, but little disposition is being shown by the trade to stock up in excess of current requirements. Interest in Russian ergot seems suspended for the moment, the demand being unimportant at the new lower range of values. Taken as a whole, the general market is in good shape, prices as a rule being maintained upon a generally steady basis, though about the usual number of fluctuations are reported.

#### HIGHER.

Menthol,  
Balm of Gilead buds,  
Zinc oxide  
Golden seal root,  
Wax, Carnauba,  
Uva ursi,  
Sunflower seed,  
Manna, small flake,  
Almond oil, sweet,  
Laurel leaves,  
Cuttlebone, jewelers' large,  
Turpentine,  
Juniper berries,  
Cantharides, Chinese,  
Bayberry bark.

#### LOWER.

Ergot, Russian,  
Saffron, American,  
Lycopodium,  
Celery seed,  
Grindella robusta,  
Vanillin,  
Opium, powdered,  
Wax, Japan.

### Drugs.

Acetone has continued quiet and the market appears easier in tone, with sales reported at a fraction under the inside figure of 16c.

Alcohol is in unchanged position. The advance recorded in the preceding issue has been maintained and quotations are \$2.49 to \$2.51, as to terms and quantity, for grain. Wood is held and selling at 70c and 75c for 95 and 97 per cent., respectively.

Balm of Gilead buds continue in seasonable demand and holders ask at an advance to 43c to 44c, as supplies are coming forward very slowly.

Balsam Copaiba, Central American, is selling freely in moderate quantities and the market rules firm at 30c to 31c, while Para is held and selling at 37c to 40c, as to quality and quantity.

Balsam fir is in good request and holders continue firm in their views at the previous range of \$3.10 to \$3.20 for Canada and 70c to 80c for Oregon.

Balsam Peru is quiet, but holders show no pressure to realize and \$1 to \$1.10 is yet named.

Balsam Tolu is well sustained in the absence of any important demand and holders generally ask 20c to 22c.

Barks.—Bayberry could have been obtained in a limited way at 12c toward the close, but 14c was generally asked. Cascara sagrada is quiet at nominally unchanged prices; the range stands at 5½c to 9c, as to age, quantity and seller. Cramp is held with increased firmness, but prices show no change from the previous range of 7c to 8c. Cottonroot is offered with some reserve, little being now obtainable at the inside figure of 8c. Black haw is maintained firmly at 17c to 18c and the bulk of the sales are at the outside figure. Sassafras is still obtainable

at 12c, but most holders ask 15c. White pine is in better demand and values are well sustained at the range of 5c to 6c.

Buchu leaves, short, are meeting with some little attention and values are steadily maintained at the previous range of 18c to 15c.

Cacao butter is less actively inquired for, the movement not exceeding jobbing proportions; bulk is held and selling at 28¼ to 29¼c.

Cantharides, Chinese, are scarce and wanted, and holders generally ask at an advance to 52¼c to 55c.

Castor oil is held with increased firmness in the face of a higher market for seed; sales at 10¼c to 11¼c for No. 1 in barrels and at 10½c to 11½c for cases, as to quantity.

Chamomile flowers are slow of sale, but the market is steady at 16c to 22c for Roman, 15c and upward for German and 9½c to 11c for Hungarian, as to quality and quantity.

Codliver oil, Norwegian, is receiving slightly increased attention as the season advances and prices are well maintained at the range of \$27 to \$30, as to brand and quantity.

Ergot has eased off a trifle in the interval, holders modifying their views in accordance with the tenor of cables from abroad. Russian has sold during the interval at 41c to 42c and Spanish at 43c to 44c, but few sales of consequence have come to the surface.

Grindella robusta is again easier and quotations show a decline to 8c to 9c.

Cubeb berries are held with continued firmness despite a limited demand; sales during the interval were at 8c to 9c.

Juniper berries are in better statistical position, and advices from abroad have imparted firmness to the views of holders, though quotations are unchanged at 2c to 2¼c.

Lycopodium is slow of sale, with quotations more or less nominal at 56c to 57c for spot goods, a reduction of 10c from previous quotations.

Manna, small flake, is in light supply and wanted, and holders have advanced quotations to 36c to 38c.

Menthol is held with increased firmness at a decided advance over the figures quoted in the preceding issue, advices from primary markets having imparted considerable firmness to the local market. While business in a jobbing way is light speculative interest is developing and it is extremely probable that prices will go still higher if any considerable sales of round lots are made, and it is intimated that negotiations are pending involving some heavy transactions. Meanwhile cases do not offer at under \$3, while up to \$3.50 is asked on small lots.

Opium has not changed materially since our last. The market continues unsettled in the face of what is little more than a retail demand. Quotations are wholly nominal at \$3.30 for cases and \$3.32½ to \$3.35 for jobbing parcels, as to quantity. It is intimated that a firm bid of \$3.25 would be accepted in some quarters. Powdered is held and selling at the previous range of \$3.65 to \$3.75.

Quinine is in better demand and the market is steadier at unchanged quotations. Outside German is held at 19¼c and Java at 19c, while makers quote bulk in 100-oz. lots at 20c.

Vanillin is weak and unsettled, with lots pressing for sale at 34c to 37¼c.

Uva ursi is in light supply and firmer at an advance to 3¾c to 4c.

Wax, bees', is firmer and quotations show an advance to 32½c to 33c for ordinary pure, and 33½c to 34c for selected, as to quantity. Japan has developed an easier tendency, and there were sellers at 13¼c to 13½c. Brazil is firmer owing to diminished stocks, and quotations for No. 2 have been advanced to 42c; No. 1 is held at 50c to 53c, and No. 3 at 31c to 32c.



Yerba santa is offered with more freedom in view of the expected near delivery of new crop; sales at 8½c to 9c.

#### Chemicals.

Acetate of lime maintains its firm position, values being well sustained at 1.80c to 1.65c for brown and 2.35c to 2.40c for gray, as to quality.

Benzoic acid, artificial German, is offered at a lower range from the hands of manufacturers, the revised quotations being 30c to 32c, as to quality.

Blue vitriol is well sustained and selling freely in a jobbing way at 5¼c to 5½c.

Carbolic acid shows no improvement, crystals in bulk being still quoted at 12½c, though 13c is firmly named in some quarters.

Carbonate of magnesia offers at lower prices, the quoted range being now 8c to 8½c for bags and 9c to 9½c for barrels in less than carload lots.

Chlorate of potash has advanced in the interval, the revised jobbing range standing at 9c to 9¼c for crystals and 9¼c to 9½c for powdered. The sodium salt shares in the advance and 10c to 10½c is now named.

Bichromate of potash is weak and unsettled owing to competition, prices showing a decline to 8¼c to 8½c. Soda is reduced to 6¼c to 6½c.

Cream of tartar is in moderately active demand, and prices are maintained at manufacturers' quotations, or, say, 23½c to 23¾c for crystals and powdered, respectively.

Nitrate of silver is held with increased firmness in sympathy with the position of the metal, and manufacturers' quotations are 39c to 42½c.

Tartaric acid appears in firm position, the distribution being of average seasonable volume at current quotations of 29c to 29¼c for crystals, and 29½ to 29¾c for powdered.

Zinc oxide has developed an upward tendency, and prices are higher at 7¾c to 8 1-3c for G. S., and 7c to 7½c for R. S., as to brand and quantity.

#### Essential Oils.

Almond, sweet, is higher for nearly all grades, the revised price for true being 37c to 38c, and peach-kernel 20c to 24c.

Anise is in steady moderate demand with sales at the previous range of \$1.15 to \$1.17½.

Bergamot is generally held at \$2.10 to \$2.25 and is not expected to advance, though the other Messina essences show an upward tendency.

Camphor is in small supply and receipts are limited; the inside quotation for Japanese is now 15c.

Cassia is quiet but the market appears well sustained at 77½c to 80c for 75 to 80 per cent.

Citronella is without special change, holders maintaining their firm views owing to scarcity of spot supplies; quoted 50c to 58c.

Lemon maintains its firm position and it is doubtful if business can be done at less than 57½c for pure oil.

Orange, sweet, continues to reflect a rising market, and new crop is held at \$1.85 to \$1.90. Supplies of old are still obtainable at \$1.70 to \$1.80.

Peppermint oil is maintained in firm position, though the demand is only moderate. A lot of 25 cases of HGH sold since our last at \$3.15, and we hear of sales of bulk oil at \$2.45.

Pennyroyal is held with increased firmness in consequence of the slow receipt from primary sources, and \$2.20 to \$2.25 is now asked.

Sassafras, artificial, is firmly held, though the quotation of the market has not changed materially, 24c to 25c being yet named; pure is generally held at 50c to 65c.

Spearmint continues to reflect an upward tendency with some holders quoting \$5, though the oil is available in some quarters at \$4.50.

Wormseed oil is scarce and commands \$3.25.

#### Gums.

Camphor continues the feature of this market and prices show a decided upward tendency; barrels are quoted at 72c and cases at 72½c, but no large lots are obtainable at these

quotations. Curacao aloes are in light supply and the limited available stocks are held at 6½c to 7c.; Barbadoes is firmer at 15c to 16c. Kino is firmer with sales at 26c to 28c. None of the other druggists' gums shows any action of consequence, either as regards price or demand, and the market generally is devoid of new features of interest.

#### Roots.

Aconite is not actively inquired for, but the market is maintained at 9¼c to 10c.

Berberis aquifolium is passing out actively to the consuming trade and the tone of the market is firm at 15c for true.

Ginger, Jamaica, is in small supply and firmly held at 9c to 10c for unbleached and 11c to 12c for bleached.

Golden seal is offered with a show of reserve at an advance of over previous quotations. While some holders quote \$1.35 as an inside price, the general quotation is now \$1.40 to \$1.50. It is claimed that the crop is disappointingly small, about half the normal average.

Ipecac has sold fairly during the interval and the market is firmer under the influence of light spot supplies; quoted at \$1.85 for both Rio and Carthagena.

Jalap is dull, but the market is quoted firm at 9¼c to 11c.

Mandrake is yet held at 4½c to 5c, but only small parcels are inquired for.

Senega is in better demand and we hear of a few large sales at 62c.

Serpentaria is held in strong position, with 38c an inside quotation for Texas and 40c for Virginia.

#### Seeds.

Comparatively little of new interest has transpired in the interval. German anise shows more firmness, but 6c is yet quoted. German fennel is scarce and wanted at 10c. Celery is maintained steadily at 7¾c to 8c. Sunflower is very scarce and prices are higher at 4½c to 5c. Russian quince is selling at 30c and prime German at 32c. Lobelia is inquired for at 45c, but holders are indifferent sellers at this figure. Strophanthus is firmly maintained at 50c for Hispidus and \$1.25 for Kombe.

#### Montana Association Meets.

Helena will be the meeting place next year for the Montana Pharmaceutical Association and the date will be during the annual meeting of the State Fair. That was decided upon at the meeting held recently in Anaconda, Mont. About 20 members of the association were in attendance from different towns of the State.

The election of officers resulted as follows: Louis Drebellis, president; A. Potts, secretary; Howard Rockefeller, treasurer. The names of five pharmacists were recommended to Governor Toole, from which a selection is to be made to fill the position on the State Board of Pharmacy now filled by Howard Rockefeller. They were H. M. Randall, of Great Falls; A. Potts, of Butte; R. E. Harris, of Helena; R. S. McKibben and Louis Drebellis, of Butte. The condition of the drug trade throughout Montana is excellent at present, according to the members in attendance at the meeting, and the association is also prospering.

#### General Manager Sudlow Becomes Treasurer.

Robert Clay Sudlow, the general manager of the firm of Burroughs Wellcome & Co., London, vacated last month the office of general manager to take the honorary post of treasurer of the firm, and the occasion was celebrated by a dinner in his honor. Henry S. Wellcome presided and the attendance numbered upward of one hundred employees, including members of the management, heads of departments and representatives of the various sections of the business throughout the world. The occasion marked the close of a quarter century's distinguished service by Mr. Sudlow, and to commemorate the event Mr. Wellcome had caused to be designed and struck a special gold medal bearing a representation of Mr. Sudlow's features, with the motto "Honoratus Fidisque" (honored and faithful). Mr. Sudlow is succeeded in the position of general manager by George E. Pearson.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, NOVEMBER 13, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 3713 Walnut St.

A. B. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KEENAN.....Associate Editor.

ROMAINE PIERSON.....Manager Chicago Office.

\$1.50 a year. 15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT.

Elsewhere we print an instalment of a Compendium and Price-List of New and Rare Remedies, which is to be a regular department feature of the AMERICAN DRUGGIST. The need for an authoritative and accurate price-list and description of the

newer remedies has been felt by the entire trade for a long time past. While lists more or less informing and accurate are published in contemporary periodicals, these are seldom revised and hence are not trustworthy. It is the aim of the editors of the AMERICAN DRUGGIST to make their Compendium indispensable to every dispensing druggist, and to this end advice and co-operation of manufacturers and of manufacturers' agents of medicinal chemicals have been enlisted to assure the greatest possible accuracy in descriptions and price quotations. A careful comparison of the instalment printed in this number with similar lists is invited. In the Compendium ointments will not be found described as tablets, and the price quotations will be found to correspond with the latest Prices Current of the manufacturers and not those of five or ten years ago. The reader need not look for tentative remedies, meaning those compounds which happen to be mentioned in the literature of pharmacy, but which are not yet on the market. Such remedies will be noticed in our account of the remedies introduced during the month, which has proved so useful and informing a feature of the AMERICAN DRUGGIST ever since its foundation, as *New Remedies*, 35 years ago. It is the intention to keep the Compendium and Price-List so thoroughly up to date that if a supposedly new remedy is not listed the reader may take it for granted either that the product has fallen into disuse or has not yet appeared on the market.

The movement renewed a short time ago to secure the appointment of a pharmacist on the Advisory Board of the City Board of Health is rapidly

gaining strength. Some of the local pharmaceutical associations have appointed delegates to a joint conference of these organizations, which will take the matter up with the incoming Mayor, and those associations which have not provided for representation in that conference will undoubtedly do so at their next meeting. The fact, as stated by some interests, that a similar movement last year did not meet with a very favorable reception from the health authorities, and that something worse than the carbolic ordinance would happen if druggists persisted in being officially recognized, should in no way discourage the undertaking or cause those who have again taken it up to relax their efforts in the least. There are many good, sound arguments why the Advisory Board should include one pharmacist, and it is hard to conceive of any sufficient reasons why pharmacists, whose profession and practice are so closely and vitally related to the public health, should not have such representation. If the matter is presented to the authorities in the proper light, as it doubtless will be, there can be little question as to the outcome.

Reliable advices from Washington indicate that the ruling of the United States Commissioner of Internal Revenue, which is to take effect on December 1,

concerning the taxation of alcoholic proprietary medicines as liquors, will be materially modified. It was understood that after the first of next month Commissioner Yerkes would publish a list of medicines giving either an analysis of each or the percentage of alcohol contained in each. This plan, it appears, will not be carried out, as merely the names of the proprietaries will be published which are of such a character as to place them in the category of alcoholic beverages and to subject manufacturers and dealers in such remedies to the internal revenue liquor taxation. The revenue officials, it is said, recognize that to treat all medicines containing a large percentage

of alcohol as subject to the taxes which are imposed on the sale of liquors would be unjust and would wrongly tax many preparations of a truly medicinal character. The modification of the commissioner's original intention may render the new order a little less obnoxious to proprietary interests, in that the analysis of the preparation, or the percentage of alcohol actually contained therein, will not be made public. But the Commissioner of Internal Revenue will probably encounter serious difficulties in carrying out even this modified order, for he will be obliged to pass upon the medicinal character of each preparation. Meanwhile, proprietary medicine manufacturers continue to send protests to the commissioner against the ruling. Indications are that the latter will be put into effect on December 1, but just how it will work out is a matter of much uncertainty.

Satisfactory progress has been made during the last two or three weeks in the Metropolitan Association of Retail Druggists' work in this city, and the outlook is very encouraging. While complaints of price-cutting on serially numbered goods have been made, the number of complaints is gradually growing less. Some of the more aggravated cases have been referred to Chicago headquarters of the N. A. R. D., and early action is expected in these cases. The most flagrant instances of price cutting have been on Bromo Laxative Quinine, which has been selling at 20 cents, and Piso's Cure, which has been retailed at 19 cents. At the last meeting of the Executive Committee of the M. A. R. D. these complaints were carefully considered and referred to Chicago. Action has already been taken by the manufacturers of these preparations—namely, the Paris Medicine Company and the Piso Company—to stop this irregularity.

#### The Liquor Tax on Proprietary Preparations.

In view of the action which has been taken by the Department of Excise of the State of New York in bringing suit for the recovery of the liquor tax against a druggist in Syracuse on the ground that the sale of Peruna rendered the druggist liable to the tax imposed by the State of New York on retail dealers in liquors, we addressed a letter to the Commissioner of Excise suggesting that the department should announce specifically which of the so-called medicinal preparations would be classified as liquors by the department, and the sale of which would render a pharmacist liable to pay the tax assessed for a liquor tax certificate. In reply to this suggestion, M. N. Clement, Deputy State Commissioner of Excise, writes us as follows:

It is not possible to make a list of so-called medicinal preparations, and probably at no time will it be possible to make a complete list of such preparations as require those trafficking in the same to hold a proper liquor tax certificate, for the reason that whether or not a certain so-called medicinal preparation falls within the definition of liquors as found in section 2 of the Liquor Tax Law depends on a chemical determination by careful analyses to ascertain whether the preparation, first, is alcoholic in character, and, second, whether it does contain medicinal ingredients of a character and in sufficient quantity to classify it as a *bona fide* medicinal remedy for disease.

There are, no doubt, many so-called medical preparations which fall within the definition above cited, and this department is endeavoring by chemical analyses to ascertain which ones fall within the definition of liquors. This is a very slow proceeding, however, as you are undoubtedly aware, as chemical analyses, when carefully made, require considerable time. It is believed, however, that regularly licensed pharmacists, who have a technical knowledge of what constitutes alcoholic preparations, know in most cases whether the preparation they are selling is one which is a *bona fide* remedy for disease or is manufactured and sold largely as an alcoholic beverage.

For your information we would further state that we understand that the United States Internal Revenue Commissioner is bending every energy through his chemical laboratory to determine and classify such preparations as will be

required to pay a special United States internal revenue tax, and when such classification is made that he will promulgate it, and to traffic in such preparations as are determined by him as liable to pay the special United States internal revenue tax would then require a New York State liquor tax certificate to traffic in them, by reason of clause 6 of section 2 of the liquor tax law, which became a law June 1 last. The great difficulty of classification is the fact that proportions of ingredients in any so-called medical preparation can be and are easily changed.

Any information that it is within the power of this department to give you at any time in regard to such preparations as fall within the definition of liquors will be very gladly furnished.

The United States Internal Revenue Commissioner has announced that the drug trade will be duly notified of the result of chemical analyses made under his direction, and of all the decisions based upon these analyses as to what preparations are to be considered as liquors by the Internal Revenue Commissioner.

It would seem to us that it would have been the part of wisdom for the Excise Commissioner of the State of New York to have waited for the publication of the results of the United States Commissioner before bringing suit against New York druggists.

Mr. Clement, the New York State Commissioner, frankly admits that the analysis of these preparations is a very slow procedure, but in the same paragraph he says that pharmacists who "have a technical knowledge of what constitutes chemical preparations, know in the most cases whether the preparation that is set before them is one which is a *bona fide* remedy for a disease, or is manufactured or sold largely as an alcoholic beverage." It would seem from this that Mr. Clement has a higher opinion of the knowledge and skill of the pharmacist than he has of the analytical chemist whom he has engaged to make the analyses, which analyses he frankly admits would require considerable time.

Unfortunately Mr. Clement does not specifically state whether or not the Excise Department will bring suit against druggists without previous notice, as has been done in the case of the Syracuse druggist. We infer, however, that the Syracuse case will merely be a test case, and that no further steps will be taken until some definite announcement has been made in the matter as to the particular preparations which cannot be sold without holding a liquor tax license. We think that the commissioner might give the trade some assurance on this, and hope that he may yet be induced to do so.

#### Consular Courtesy.

When our American Consuls, wherever located, respond in an unusually cordial spirit to a request for information not generally available otherwise, and this is not an infrequent happening, we feel that the consular service is really working in the interest of American commerce. But when a Consul exhibits a degree of intelligence beyond the requirements of the occasion, anticipating the ultimate object of the communication, we feel in addition that not only is the consular service on an intelligent basis but that there are some members of it who deserve special commendation.

An example in point is that of W. Stanley Hollis, American Consul at Lourenço Marques, Africa, with whom we have had occasional correspondence and whose last letter is dated May 19, 1905. Not only does Consul Hollis furnish us with information respecting local druggists but he exhibits the unusual enterprise of corresponding with the local dealers there, sending them copies of the AMERICAN DRUGGIST and communicating our desire that the parties addressed subscribe and suggesting further that he might assist them in the matter of remitting. This he does with a view to familiarizing them with the American products described or advertised in its columns. The incident in itself is a small one and comparatively unimportant, but the spirit in which Consul Hollis regards his consular duties is so much to be commended that it gives us great pleasure to acknowledge the courtesy in this way.

# New Remedies Compendium and Prices Current.

## EXPLANATORY.

In this list, which is intended to serve as a ready reference work for the dispenser at the prescription counter, and which will appear in alternate issues of the *AMERICAN DRUGGIST*, the order of arrangement followed is to give the trade name of the substance, followed by the chemical name, where the length of the latter permits. The physical characteristics of the substance, whether powder, liquid or tablet, are named in the opening sentence, accompanied by details regarding solubility, incompatibilities, therapeutic uses, dose, the kind of container in which it is put up, price, and maker's or agent's name.

The aim has been to make the Compendium and Price List as condensed as possible without at the same time interfering with the practical utility of it; for it is by its practical utility that the editors hope it will be judged, the list being intended for the use of dispensing druggists, and not for analytical chemists. Because of this, chemical formulas, melting points and other data of no immediate use to the dispenser have been omitted; not that such information is unimportant, but because particulars of this kind have no immediate bearing on the dispenser's everyday work.

We print herewith a portion of this Compendium and Price List, with the view of eliciting suggestions from our subscribers as to how best to make it of the greatest possible value. We do this in the hope that the practical men of the profession will aid us by their advice to make the Compendium unique in value and indispensable to every pharmacist.

In this connection we would say to each of our subscribers:

We wish you to feel that the *AMERICAN DRUGGIST* is published expressly for you.

If you see in it what you don't want, let us know.

If you don't see what you want, ask for it. If it suits say so.

Corrected to November, 1905.

**ACETAL.** (ETHYLIDENE DIETHYL ETHER.) Colorless, volatile liquid, soluble in 18 parts of water, very soluble in alcohol. Used as a sedative and hypnotic in doses of 2 to 3 fluid drachms, usually in form of emulsion. Pure medicinal, per oz., \$1.00; commercial .....65c.

**ACETOZONE.** (BENZOYL-ACETYL DIOXIDE.) White powder, very slightly soluble in water (1:1000); soluble in alcohol. Bactericide; used internally and externally in diseases of germ origin. Dose, 1 to 3 grains in solution. Boxes containing 6 vials of 15 grains each, per box, \$1.25; 1/2 oz. bot., \$1.40; 1/4 oz. bot., \$2.70; 1 oz. bot. ....\$5.25 (Parke, Davis & Co.)

**ACET - THEOCIN - SODIUM.** White crystalline powder, readily soluble in water. Powerful diuretic; used in dropsy, in doses of 3 to 5 grains, three to four times daily. 1/2 and 1 oz. bot. ....\$1.90 to \$2.80 per oz. (Farbenfabriken of Elberfeld Co.)

**ACOINE.** (DI-PARA-ANISYL-MONOPHENETHYL GUANIDINE HYDROCHLORIDE.) White crystalline powder, soluble in 17 parts of water. Local anesthetic like cocaine, used hypodermatically in eye surgery; dental anesthetic in normal saline solution, 2 per cent. 15 grain vials, each, 40c.; capsules, 2 1/2 grains, 28 in box .....75c.

**ADNEPHRIN SOLUTION.** A 1-1000 solution of the chloride of the active principle of the suprarenal gland. 1 oz. vials .....60c. EMOLLIENT. Tubes, each .....30c. OIL SPRAY. 1 oz. vials, each 60c. (F. Stearns & Co.)

**ADRENALIN.** Gray crystals; almost insoluble in water; strong hemostatic and cardiac stimulant; used in hay fever, Graves' and Addison's disease; also in treatment of the eye for controlling congestion and bleeding. 1 grain vials .....85c. Is seldom used in pure state owing to its insolubility. Invariably employed in form of

**CHLORIDE SOLUTION, 1:1000,** a solution of 1 part of adrenalin chloride in 1000 parts of physiologic salt solution, with 0.5 per cent. of chlorotone. Dose, 5 to 30 minims by the mouth; used hypodermically diluted 10 times with physiologic salt solution. 1 oz. bot. ....85c. (Parke, Davis & Co.)

**ADRIN.** (EPINEPHRIN HYDRATE.) White nonhygroscopic powder; the active principle of the suprarenal gland, same properties as adrenalin. 1 grain vials, each, 75c.; 1-1000 solution, 1 oz. vials, each, 75c.; tablets in tubes, each, 38c.; in 100's, each .....\$2.79 (H. K. Mulford & Co.)

**AGURIN.** (ACET-THIOBROMINE-SODIUM.) White hygroscopic powder, soluble in water; incompatible with acids. Diuretic in dropsy. Dose, 7 to 15 grains, twice daily. 1/2 and 1 oz. bot. ....\$1.55 to \$1.70 (Farbenfabriken of Elberfeld Co.)

**AIROL.** (BISMUTH OXYDIOGALLATE.) Grayish-green powder, insoluble in water or alcohol. On admixture with water airol partly decomposes and turns red. Should be mixed with water only with intervention of glycerin. Used externally as application to wounds, burns, skin diseases, eye, nose, gonorrhea, either pure, in 10 per cent. suspension, equal parts glycerin and water, or 10 to 20 per cent. ointment. 1 oz. cartons .....\$1.00 (Hoffmann-La Roche Chemical Works.)

**ALBARGIN.** (GELATOSE SILVER.) Light brown powder, readily soluble in water. Contains 15 per cent. of silver. For gonorrhea a 2 per cent. solution is injected 4 or 5 times daily. 1 oz. vials, \$1.10; tubes of 50 tablets, 0.2 gm. each, per tube .....60c. (Victor Koechl & Co.)

**ALPHOZONE.** (SUCCINIC DIOXIDE.) White fluffy powder, slowly soluble in 30 parts of water. Germicide and antiseptic, internally and externally. 1 oz. bot., \$4.50; 1/2 oz., \$2.30; 1/4 oz., \$1.20; 1 grain tablets, bot. of 90 .....\$1.00 (Fred. Stearns & Co.)

**ALUMNOL.** (ALUMINUM NAPHTHOL DISULFONATE.) Whitish powder, very soluble in water; slightly soluble in alcohol and glycerin; astringent and antiseptic; dissolves in pus and penetrates tissues. Used in 1 per cent. solution in gonorrhea; 10 to 20 per cent. mixture with talcum as a dusting powder. 1 oz. tins, per oz. ....50c.

**AMINOFORM.** (HEXAMETHYLENETHETRAMINE.) White granular crystals, readily soluble in water, prepared by combining ammonia and formaldehyde. Antiseptic for urinary passages, diuretic and solvent in uric acid concretions; dose, 5 to 10 grains, well diluted, three times daily. 1 oz. bot., 60c.; 1/2 grain tablets, oz. ....70c. (C. Bischoff & Co.)

**AMYLOFORM.** White powder, insoluble in water; condensation product of starch and formaldehyde. Surgical antiseptic, used pure or with talcum and boric acid. 1 oz. carton .....25c. (Stallman & Fulton.)

**ANTHRASOL.** Yellow, oily liquid, with a distinctive tarry odor; soluble in alcohol, acetone, fats and petrolatum. A distillate from coal tar, used in diseases of the skin where coal tar is employed. 1 oz. vials .....55c. (Knoll & Co.)

**ANTINONIN.** (POTASSIUM OXOTHODINITRO-CRESOL.) Paste of brilliant orange color, soluble in water, slight soapy odor, nonvolatile. Deodorizer, disinfectant, prevents the growth of fungi, mildew and dry rot in cellars and human habitations. Used in form of solution. 1 lb. to 5 to 15 gallons of water. Cans, 1/2 lb., \$1.10 per lb.; 1 lb. cans, 95c.; 50 lb. cans, per lb. ....77c. (Farbenfabriken of Elberfeld Co.)

**ANTITUSSIN.** (DIFLUORODIPHENYL OINTMENT.) Ointment containing lanolin, 85 per cent.; petrolatum, 10 per cent., and difluorodiphenyl, 5 per cent. A whooping cough remedy applied as inunction to patient's neck, chest and back once a day, in doses of 5 Gm. 20 Gm. collapsible tubes, 40 c.; 40 Gm. ....75c. (C. Bischoff & Co.)

**ARGENTAMINE.** A colorless, alkaline liquid representing a solution of silver nitrate, 10 per cent., and ethylenediamine, 10 per cent.; soluble in water. Used in all cases where silver nitrate is used, mostly in gonorrhea, in strength of 1 in 2000-4000 solution. 1 oz., g. a. bot. ....75c. (Schering & Glatz.)

**ARGONIN.** White powder, very slightly soluble in cold, but freely so in hot water. A compound of silver nitrate and sodium casein. Antiseptic, germicide and gonococcicide, less caustic than silver nitrate. Solutions of 2 to 10 per cent. strength recommended for injection in gonorrhea and 8 per cent. solutions for use in the eye. 1 oz. vials .....65c. (Victor Koechl & Co.)

**ASAPROL.** (ABRISTOL) Whitish powder, freely soluble in water and alcohol. It is the calcium salt of betanaphthol-sulphonic acid. Antipyretic and antirheumatic in doses of 5 to 15 grains. Used also as test for albumin in urine. 1 oz. bot. ....\$1.25

**ARISTOCHIN.** (CARBONIC ESTER OF QUININE.) White powder, tasteless, insoluble in water. Decomposes in the system to yield 96.1 per cent. of quinine. Prescribed like quinine, but in somewhat larger doses. 1/2 and 1 oz. cartons, per oz. ....\$2.20 (Farbenfabriken of Elberfeld Co.)

**ASPIRIN.** (ACETYL SALICYLIC ACID.) White crystalline needles, insoluble in water; incompatible with alkalis. Used instead of the salicylates in articular and muscular rheumatism and other therapeutic indications for the salicylates. Dose, 10 to 15 grains, three to five times daily. 1 oz. bot., per oz. ....38c. to 43c. (Farbenfabriken of Elberfeld Co.)

**ATOXYL.** (META-ARSENIC ANILIDE.) White powder, containing 37.69 per cent. of arsenic in organic combination. Soluble in 6 parts of water and used in this strength solution for hypodermic injection; relatively nontoxic. Dose, 1 to 3 grains, 1 oz. vials .....\$3.00 (Victor Koechl & Co.)

**BENZONAPHTHOL.** White, crystalline powder, soluble in alcohol and chloroform; insoluble in water. Employed as intestinal antiseptic in doses of 5 to 15 grains. 1 oz. vials, 22c.; 1/4 lb. carton box, \$2.20; 1/2 lb., \$2.10; 1 lb. ....\$2.00 (Schering & Glatz.)

**BENZOSOL.** (GUAIACOL BENZOATE.) Small colorless crystals, nearly insoluble in water. Contains 64 per cent. of guaiacol and, as it is slowly saponified by the gastric juice, the guaiacol being liberated gradually, it is recommended as an intestinal antiseptic and as an agreeable substitute for creosote in incipient phthisis. Dose, 4 to 8 grains. 1 oz. tins .....\$1.25 (Victor Koechl & Co.)

**BETA-EUCAINE HYDROCHLORIDE.** White, crystalline powder, soluble in 80 parts of water. A synthetic compound chemically allied to cocaine, being the hydrochloride of benzoyl-vinyl-diace-ton-alkamine. It is slower in action than cocaine, but anesthesia is more prolonged, and a third less toxic. Used generally in 2 per cent. solutions in dental and ophthalmic work.  $\frac{1}{2}$  oz. and  $\frac{1}{4}$  oz., per oz., \$3.80;  $\frac{1}{4}$  oz. and 1 oz., per oz., \$3.50 (Schering & Glatz.)

**BETA-EUCAINE LACTATE.** White powder, possessing the same properties as the hydrochloride, but is more soluble in water (about 1 in 5). Prices and containers same as for beta-eucaine hydrochloride. (Schering & Glatz.)

**BISOL (SOLUBLE BISMUTH PHOSPHATE).** White powder, soluble in water, faint alkaline reaction. Intestinal antiseptic and astringent in gastric and enteric catarrh. Dose, 8 to 7½ grains. 1 oz. vials, \$70c. (C. Bischoff & Co.)

**BROMETONE.** Powder; slightly soluble in water. Compound of bromoform and acetone; recommended as a substitute for bromides; contains 77 per cent. of bromine. Dose, 15 to 20 grains. 1 oz. bot., 85c.; 5 grain capsules in bot. of 100 .....\$1.25 (Parke, Davis & Co.)

**BROMIPIN.** (BROMINISED SAME OIL.) Yellow, oily fluid, used as a nervine and sedative in epilepsy. Dose, 1 teaspoonful. 1 oz. vial, 18c.; per lb., \$2.10 to \$2.35 (Merck & Co.)

**CACODYLIC ACID.** (DIMETHYL ARSENIC ACID.) Small colorless deliquescent crystals, the ultimate product of oxidation of arsenium-dimethyl (cacodyle) and of cacodyle oxide. Contains 54.4 per cent. of arsenic trioxide, but is relatively nontoxic. Dose, 1 to 8 grains.  $\frac{1}{2}$  oz. vials, per oz., \$4.00

**CAMPHORIC ACID.** (Colorless crystalline scales, very slightly soluble in water; formed by the oxidation of camphor with nitric acid. Used in night sweats of phthisis, also in cystitis and as an intestinal antiseptic in doses of 10 to 20 grains. 1 oz. vials, 45c.; 1 lb. bot., .....\$7.00

**CEROLIN.** Pills of a fatty substance isolated from yeast. Acts same as yeast in furunculosis, acne, etc., but more cathartic. Pills containing 0.1 Gm., box of 100, each, 50c. (C. F. Boehringer & Soehne.)

**CHINAPHENIN.** (QUININE CARBONIC ESTER OF PHENETIDINE.) White tasteless powder, representing synthetic quinine-phenacetin and having medicinal properties of both. Insoluble in water, but easily soluble in alcohol, ether and chloroform. Dose, 5 to 10 grains, thrice daily.  $\frac{1}{4}$  and 1 oz. cartons, per oz., \$1.25 to \$1.30 (Farbenfabriken of Elberfeld Co.)

**CHINOTROPINE.** (UBOTROPINE QUINATE.) A combination of quinic acid and urotropine (hexamethylenetetramine) used as uric acid solvent in the various manifestations of the uric acid diathesis. Is said to liberate formaldehyde freely internally and to form soluble compounds with uric acid. Dose, 10 to 30 grains.  $\frac{1}{4}$  oz. and 1 oz. vials, \$1.75; tablets,  $\frac{7}{16}$  grains, 25 in tube, 2 tubes in box, .....\$1.75 (Schering & Glatz.)

**CHLORETONE.** White crystals, slightly soluble in water (1:200); hypnotic, local anæsthetic and antiseptic. Dose, 5 to 20 grains, in cachet, tablet or capsule. Externally as a dusting powder for wounds, combined 23 with zinc oxide, 120, and French chalk, 90 parts.  $\frac{1}{2}$  oz. vials, per oz., 90c.; 1 oz., .....85c. (Parke, Davis & Co.)

**CINNAMIC ACID.** (CINNAMYLIC ACID.) Transparent micaceous crystals, very slightly soluble in water; soluble in alcohol and ether. Injected intravenously in tuberculous in doses of  $\frac{1}{4}$  to  $\frac{1}{2}$  of a grain, twice a week; per oz., 1-20 to  $\frac{1}{4}$  grain twice daily. 1 oz. vial, 85c.; 1 lb. bot., per lb., .....\$5.00

**CITARIN.** (SODIUM ANHYDRO-METHYLENCITRATE.) White, crystalline powder, easily soluble in water. Antithemic for gouty and chronic rheumatic conditions; liberates formaldehyde in the blood. Dose, 15 to 30 grains, thrice daily. 1 oz. bot., per oz., 70c. to 75c. (Farbenfabriken of Elberfeld Co.)

**CITROPHEN.** (PARAPHENETIDIN CITRATE.) White, crystalline powder, soluble in 40 parts of water. Antipyretic and antineuralgic in doses of 3 to 8 grains. 1 oz. vial, 90c.; 5 grain tablets, bot. of 100, \$1.15; 2 grain, bot. of 100, 60c. Victor Koechl & Co.

**COLLARGOL (COLLOID SILVER.)** Shining, black scales, soluble in 1 in 20 of water. Used as a bactericide, 1 in 100 to 10,000 in glycerin or white of egg or aqueous solution. Internally a 1 to 500 or 1 to 100 solution may be added to the food in teaspoonful doses.  $\frac{1}{2}$  oz. and 1 oz. vials, \$2.75; tablets, 1 grain each, tubes of 50, 60c. (Schering & Glatz.)

**CREOSOTE CARBONATE.** (CREOSOTAL.) Yellow, transparent viscous liquid, insoluble in water, but soluble in alcohol; contains 92 per cent. creosote combined with 8 per cent. of carbon dioxide. Used in tuberculosis and pneumonia in doses of 5 to 30 drops several times daily. 1 oz. vials, 65c.;  $\frac{1}{4}$  lb. bot., per lb., 95c.;  $\frac{1}{2}$  lb., \$9.10; 1 lb., .....\$9.00 (Schering & Glatz and Farbenfabriken of Elberfeld Co.)

**CUPROL.** Green powder, readily soluble in water; a chemical combination of nucleic acid and copper; solution does not coagulate albumen. Applied locally as an astringent; of use in granular ophthalmia in the form of 5 per cent. instillations, or may be blown into the eye.  $\frac{1}{4}$  oz. vials, \$1.30 per oz.; 1 oz. vials, .....\$1.20 (Parke, Davis & Co.)

**DENTALONE.** A saturated solution of chloretone in the oils of cloves, cassia and gaultheria. Applied to exposed nerves in decaying teeth, acts as local anæsthetic. 1 oz. g. a. bot. 50c. (Parke, Davis & Co.)

**DERMATOL.** (BISMUTH SUBGALLATE.) Yellow, insoluble powder; nonirritant antiseptic, especially serviceable in burns, ulcers and moist eczema. Used internally in diarrhoea, dysentery, intestinal fermentation and gastric ulcers, in doses of 10 to 30 grains three times daily. 1 oz. tins, 19c.; 1 and 5 lb. tins, per lb., .....\$2.50 (Victor Koechl & Co.)

**DIATHESIN.** White crystalline leaflets, soluble in 15 parts cold water, freely soluble in hot water or alcohol. Is ortho-oxybenzylalcohol, or synthetic saligenin. Used in place of salicin in rheumatism, neuralgia, pleurisy, etc., in doses of  $\frac{7}{16}$  to 15 grains. 1 oz. cartons, .....\$2.40 (C. Bischoff & Co.)

**DIFLUORDIPHENYL.** White crystalline powder of pleasant aromatic odor, insoluble in water, soluble in alcohol, ether, chloroform and oils. Used as antiseptic dusting powder mixed with talc in proportion of difluordiphenyl, 10 parts; talc, 90 parts, or in 10 per cent. ointment with lanolin as dressing for burns. Dose, 1-18 to  $\frac{1}{4}$  grain. 5 Gm. envelopes, each .....\$1.50 (C. Bischoff & Co.)

**DIGALEN.** (CLOETTA'S SOLUBLE DIGITOXIN.) Marketed only in solution in 15 Cc. ( $\frac{3}{4}$  oz.) vials, on account of infinitesimal dosage. Active principle of digitalis leaves, nonaccumulative heart tonic and diuretic. 1 Cc. of solution represents 0.0003 Gm. (0.0045 grain) of digalen, which is the average dose, by the mouth, hypodermically, intravenously or by enema; maximum dose per day, 4 Cc.  $\frac{1}{2}$  oz. vials, .....\$1.00 (Hoffmann-La Roche Chemical Works.)

**DIGITALONE.** A physiologically standardized solution of digitalis, equivalent in strength to a 10 per cent. tincture, but nonalcoholic. Dose, 5 to 30 minims, by the mouth or hypodermically. 1 oz. g. a. bot., 38c.; 4 oz., .....\$1.35 (Parke, Davis & Co.)

**DIONIN.** (ETHYL MORPHINE HYDROCHLORIDE.) White crystalline powder, very soluble in water and alcohol. Recommended to replace codeine and morphine in bronchitis, emphysema and asthma. Dose,  $\frac{1}{4}$  to  $\frac{1}{2}$  grain. 1 oz. vials, \$6.00;  $\frac{1}{2}$  oz. vials, per oz., \$6.25; 15 grain vials, each, 35c.; tablets,  $\frac{1}{4}$  grain, bottle of 100, .....60c. (Merck & Co.)

**DIURETIN.** (See THIOBROMINE SODIUM SALICYLATE.) 1 oz. vials .....\$1.75 (Knoll & Co.)

**DORMIOL (AMYLENE CHLORAL.)** Oily, colorless liquid, with a camphoraceous odor, insoluble in water, soluble in alcohol and ether. Hypnotic in mania; 50 per cent. solution supplied commercially. Dose, 5 to 60 minims. 1 oz. vials, 28c.;  $\frac{1}{2}$  lb. bot., per lb., .....\$4.10 (Merck & Co.)

**DUOTAL.** (GUAIACOL CARBONATE.) White, crystalline powder, soluble in alcohol, insoluble in water. Same therapeutic action as Creosotal, which see. Dose, 5 to 20 grains, gradually increased. 1 oz. vials, \$1.50; tablets,  $\frac{7}{16}$  grains, 50 tablets in box, \$1.50;  $\frac{1}{4}$  grains, 50 tablets in box, .....90c. (Schering & Glatz and Farbenfabriken of Elberfeld Co.)

**DUOTONOL.** White powder; a mixture, equal parts of the lime and sodium glycerophosphates. Nerve nutrient in doses of 5 to 10 grains three times daily. 1 oz., 50c.; 1 lb., \$6.00; tablets, 5 grain, 100 tablets in bottle, .....65c. (Schering & Glatz.)

**DYMAL.** (DIDYMIUM SALICYLATE.) Pinkish powder, odorless. Applied as powder and ointment in skin diseases, notably dry and weeping eczema. 1 oz. cartons, each, 35c.; 4 oz. cartons, each, .....\$1.20 (C. Bischoff & Co.)

**EKA-IODOFORM.** A chemically pure iodoform, prepared by electrical synthesis, and sterilized with paraform. 1 oz. vials .....50c. (Schering & Glatz.)

**EMPYROFORM.** Brown powder; condensation product of birch tar and formaldehyde; insoluble in water, readily soluble in acetone, chloroform and solutions of caustic alkalis. Used like tar in ointment, paste and tincture. 1 oz. vials, 65c. (Schering & Glatz.)

**EPICARIN.** (CONDENSATION PRODUCT OF BETANAPHTOL AND CREOSOLIC ACID.) Colorless or yellowish needles, difficultly soluble in hot water, ether and oils. Nontoxic substitute for naphthol in parasitic skin diseases. Employed chiefly in ointments (10 to 20 per cent.) 1 oz. cartons, per oz., 65c. to 70c. (Farbenfabriken of Elberfeld Co.)

**ERGONE.** A liquid form of ergot of U. S. P. extract strength, but physiologically standardized; administered either by mouth or hypodermically in same dose as fluid extract. U. S. P. 1 oz. vials, per doz., \$3.40; 4 oz. bot., per bot., .....\$1.35 (Parke, Davis & Co.)

**EUGALLOL.** (PYROGALLOL ACETATE.) Yellowish, syrupy liquid, soluble in water and acetone; best applied in concentrated acetone solution (1 to 1); used in skin diseases, especially psoriasis, and deemed superior to pyrogallol. 1 oz. vials .....\$1.00 (Knoll & Co.)

**EUMYDRIN.** White crystalline powder, obtained from atropine; easily soluble in water. Powerful mydriatic, less poisonous than atropine. Dose, internally, about 1-70 grain. 1 or 2 per cent. solution dilates the pupil after 25 minutes. 1 grain tubes, 45c. to 55c. per box of 10 tubes;  $\frac{1}{4}$  oz. and  $\frac{1}{2}$  oz. packages, per oz., .....\$16.50 (Farbenfabriken of Elberfeld Co.)

**EUNATROL.** (SODIUM OLIMATE.) Light yellow powder, readily soluble in water and alcohol; supplied as powder and chocolate coated pills. Recommended in treatment of gall stones, being excellent choleragogue. Dose, four pills, 4 grains each, three times daily, or in solution, 25 Gm. bot., each, 75c.; bot. of 50 pills, 70c.; 100 pills, .....\$1.30 (C. Bischoff & Co.)

**EUPHORIN.** (PHENYL URETHANE.) White, acicular crystals, slightly soluble in water, freely in alcohol. Energetic antipyretic and analgesic in doses of  $\frac{7}{16}$  to 15 grains, 2 to 3 times daily. 1 oz. vials, \$1.00 (Schering & Glatz.)

**EUPHTHALMINE HYDROCHLORIDE.** White crystals; a synthetic derivative of beta-eucaine; soluble in water; 2 to 5 per cent. solutions dilate the pupil, without causing discomfort or accommodation disturbances.  $\frac{1}{4}$  and 1 Gm. vials, \$1.25 (Schering & Glatz.)

**EUPYRINE.** (PARAPHENETIDINE VANILLIN ETHYL CARBONATE.) Light yellow crystals, sparingly soluble in water, readily in alcohol, chloroform and ether. Stimulant antipyretic in doses of  $\frac{7}{16}$  to 15 grains. 1 oz. cartons, each, .....\$1.50 (C. Bischoff & Co.)

**EUROPHEN.** (Yellow amorphous powder, containing 28 per cent. of iodine, insoluble in water and glycerin. Iodoform substitute used in dry powder and in ointment. 1 oz. bot., per oz., .....\$1.65 to \$1.80 (Farbenfabriken of Elberfeld Co.)

**EUZONE.** (PURE SODIUM PERBORATE.) White, odorless powder, containing about 7.1 per cent. boron, 18 per cent. sodium, 31.2 per cent. oxygen and 46.2 per cent. water. Possesses all the properties of hydrogen dioxide. Soluble in water 1 in 10, such a solution being taken to represent a 2 per cent. solution of hydrogen dioxide. Tablets,  $\frac{2}{16}$  Gm. each, boxes of 20, 40c.; powder, in 100 Gm. cartons, 85c.; 1 lb. boxes, .....\$1.20 (Roesler & Hasslacher Chemical Company.)



- EXODIN.** Yellowish powder; a synthetic oxyanthraquinone derivative; tasteless, mild aperient in doses of  $\frac{1}{4}$  to 15 grains. 1 oz. vials, \$1.40; tablets,  $\frac{1}{4}$  grains each, 10 tablets in box, 30c.; 50 in bottle.....\$1.40 (Schering & Glatz.)
- FERRATIN.** Reddish-brown powder, slowly soluble in ordinary liquids, but readily in hot beverages. Used in anemia and chlorosis in doses of  $\frac{1}{4}$  grains three times daily. 1 oz. vials, 85c.; tablets,  $\frac{1}{4}$  grains, 50 in box, per box.....85c. (C. F. Boehringer & Soehne.)
- FERRATOGEN.** (IRON NUCLEINATE.) Grayish-yellow powder, obtained by growing yeast in a ferruginous medium; insoluble in water. Used in chlorosis and anemia in doses of 5 grains, three times daily. 1 oz. cartons, each.....90c. (C. Bischoff & Co.)
- FERRIPYRIN.** (FERRIC CHLORIDE ANTIPIRYN.) Orange-red powder, soluble in 5 parts of water, very soluble in alcohol, but insoluble in ether. A compound of ferric chloride and antipyrine. Styptic and analgesic when applied in solution or powder. Given internally in chlorosis and anemia as a hematinic in doses of  $\frac{1}{4}$  grains. 1 oz. tins.....\$1.50 (Victor Koechl & Co.)
- FERROPYRIN.** (Same as Ferripyrin, but made by Knoll & Co. and sold in 1 oz. cartons, \$1.40.)
- FLUORFORMAL.** (FLUORYL.) Colorless, tasteless liquid, a 2.8 per cent. solution of fluorform. Used in phthisis, internally and externally; also in pneumonia, acting as an antiseptic. Dose, 1 tablespoonful four times daily. 1 lb. bot.....\$1.00 (C. Bischoff & Co.)
- FLUORRHEUMIN.** Ointment composed of petrolatum, 10; lanolin, 85; difluorodiphenyl, 4; fluorphenetol, 1. Used in rheumatism, sciatica and lumbago; dose by inunction, 4 to 5 Gm. Collapsible tubes, 20 Gm., 40c.; 40 Gm.....75c. (C. Bischoff & Co.)
- FORTOINE.** (METHYLENEDICOTINE.) Yellow crystals, with slight cinnamon flavor, obtained through action of formaldehyde on cotinine; insoluble in water, sparingly soluble in alcohol, ether and benzol; easily soluble in chloroform, acetone and alkaline liquids. Astringent antiseptic in protracted diarrheas of consumptives. Dose, 4 grains three times daily. 10 Gm. envelopes, each.....\$2.00 (C. Bischoff & Co.)
- GALLOGEN.** (ELLAGIC ACID.) Yellowish, tasteless powder, insoluble in all acid and neutral media, but soluble in alkaline solutions. Resembles tannic acid, being the astringent principle of divi-divi. Used in dysentery and diarrhoea. Dose, 10 to 15 grains for adults, 5 to 8 grains for children. 1 oz. cartons, 80c.; chocolate coated tablets, 3 grains each, 24 in box.....35c. (C. Bischoff & Co.)
- GLUTOL.** (FORMALDEHYDE GELATIN.) Whitish, granular, insoluble powder; recommended as an antiseptic dressing for burns, cavities and suppurating ulcers. 1 oz. tins, 85c.; vials of  $\frac{1}{4}$  oz., with sprinkler top, each.....25c. (Schering & Glatz.)
- GUAETHOL.** (AJACOL; THANATOL.) Oily liquid, or purer in crystals resembling thymol, insoluble in water. Succedaneum for guaiacol. Allays pain by direct application. Dose, 4 to 8 minims. 1 oz. vials.....\$1.40
- HEDONAL.** White, crystalline powder, insoluble in water, but soluble in alcohol, chloroform and ether; best administered as a dry powder. Given in sleeplessness or insomnia as a hypnotic in doses of 15 to 30 grains. 1 oz. bot.....\$1.80 (Farbenfabriken of Elberfeld Co.)
- HELMITOL.** (HEXAMETHYLENETETRAMINE-ANHYDROMETHYLENE CITRATE.) Colorless crystals, freely soluble in water; insoluble in alcohol and ether. Urinary antiseptic in cystitis, phosphaturia, urethritis, etc., in doses of 15 grains, three or four times daily; liberates formaldehyde in the urinary tract. 1 oz. bot.....80c. (Farbenfabriken of Elberfeld Co.)
- HEMICRANIN.** White powder: a mixture of 5 parts phenacetin, 1 part caffeine and 1 part citric acid, used in migraines, headaches, intercostal neuralgia and sciatica, in doses of 5 to 10 grains to the amount of  $\frac{1}{4}$  drachms a day. 1 oz. cartons, per oz.....80c. (Farbenfabriken of Elberfeld Co.)
- HEROIN.** White, crystalline powder, difficultly soluble in water, but readily so in alcohol and in water to which a little acetic acid has been added; incompatible with alkali carbonates. Substitute for morphine, of which it is the diacetic acid ester, in doses of 1-24 to 1-12 grain; used for relief of cough and dyspnea in phthisis, pneumonia, etc. 15 grain vials, 23c. per vial; 10 vials, 15 grains each, 18c.;  $\frac{1}{4}$  oz. vials, per oz., \$5.15; 1 oz. vials, per oz., \$4.85 (Farbenfabriken of Elberfeld Co.)
- HEROIN HYDROCHLORIDE.** (WATER SOLUBLE SALT OF HEROIN.) White, crystalline powder, used in same indications as heroin, but is adapted for hypodermatic injections. The dose and prices are the same as those of heroin.
- HIPPOL.** (METHYLENE HIPPIURIC ACID.) Colorless, prismatic crystals; sparingly soluble in water; urinary antiseptic in bacterial diseases of the urinary tract. Dose, 22 $\frac{1}{2}$  grains. 1 oz., \$1.50; 20 tablets in box.....\$1.10 (Schering & Glatz.)
- HOLOCAINE HYDROCHLORIDE.** White, crystalline powder, difficultly soluble in cold (1 in 75), but readily so in hot water. Chemically para-diethoxyethenyl-diphenyl-amidine hydrochloride, produced by combination of phenacetin and para-phenetidin. Antiseptic and germicidal in 1 per cent. solution. Used also as an anesthetic for operations on the eye, a 1 per cent. solution being equal to 2 per cent. cocaine solution. 1 Gm. vials, 35c.; 5 Gm. vials, per Gm., 30c.; 1 oz. vials, per oz.....\$7.00 (Victor Koechl & Co.)
- HYGROL.** (COLLOIDAL MERCURY.) Dark, solid body, fairly soluble in cold water, insoluble in alcohol and ether; used in syphilis as 10 per cent. ointment by inunction, and pills and tablets internally. Dose,  $\frac{1}{4}$  to  $\frac{1}{2}$  grain thrice daily. 1 oz. vials.....80c. (Schering & Glatz.)
- ICHTHALBIN.** Brown powder, odorless and tasteless; combination of ichthol and albumin, containing 40 per cent. of the former. Used internally for eczema and nervous intestinal affections in doses of 5 to 30 grains three times daily. 1 oz. cartons, 85c.; 5 grain tablets, 100 in bottle.....\$1.00 (Knoll & Co.)
- IODOFORMOGEN.** Light yellow powder; combination of iodoform and albumin, insoluble in water; used as a dressing for wounds. 1 oz. cartons, 55c. (Knoll & Co.)
- IODOTHYRINE.** White powder, representing the active principle of the thyroid gland, combined with sugar of milk. Alternative in goitre, myxoedema, obesity, psoriasis, menstrual disorders of women, etc., in daily doses of 15 to 30 grains. Powder, in  $\frac{1}{4}$  oz. vials, per oz., \$3.90; 1 oz. vials, \$3.65. Tablets, 5 grains each, vials of 25, per vial, \$1.00; 50, \$1.95; 100.....\$3.90 (Farbenfabriken of Elberfeld Co.)
- IOTHION.** Syrupy, yellowish-brown liquid, difficultly soluble in water, easily soluble in alcohol, ether, benzol and chloroform; miscible with petrolatum and with hydrous lanolin, which takes up twice its weight of iothion. Organic compound of iodine, of which it contains 79 to 80 per cent. Applied in form of ointment by inunction as a substitute for potassium iodide in doses of 80 to 60 grains a day. 1 oz. bot., per oz.....\$1.10 (Farbenfabriken of Elberfeld Co.)
- IRON TONOL.** (IRON GLYCEROPHOSPHATE.) Powder; soluble in water; tonic, nerve nutrient. Dose, 3 to 10 grains. 1 oz., 35c.; 1 lb.....\$3.50 (Schering & Glatz.)
- ISOPRAL.** White crystals, soluble in 7 parts of water, and easily in alcohol and ether. A nondepressing substitute for chloral in doses of 7 to 22 grains, indicated in all forms of sleeplessness in which chloral is employed. Powder, in 1 oz. bot., per oz., \$1.40; 8 grain tablets, bottles of 100, \$3.00; 15 grain tablets, bottles of 25.....\$1.40 (Farbenfabriken of Elberfeld Co.)
- KRESAMINE.** Clear, watery liquid, representing a solution of triketol, 25 per cent., and ethylenediamine, 25 per cent.; soluble in 3 parts of water, and in all proportions of glycerin; antiseptic and sedative to inflamed tissues. 1 oz.....\$1.00 (Schering & Glatz.)
- KRYOFINE.** White, granular crystals, sparingly soluble in cold water (1 in 600); freely soluble in alcohol and ether. A compound of parphenetidin and methylglycolic acid. Antipyretic and antineuralgic in doses of 4 to  $\frac{1}{2}$  grains. 1 oz. cartons, powd., \$1.00; tablets, 4 or  $\frac{1}{2}$  grains, per oz.....\$1.00
- LACTOPHENIN.** (LACTYL-PARAPHENETIDIN.) Small, white crystals, soluble in 380 parts of water. Differs from phenacetin in containing a molecule of lactic acid in place of acetic. Antipyretic and analgesic in doses of 4 to 8 grains. 1 oz. cartons, each.....\$1.00 (C. F. Boehringer & Soehne.)
- LENIGALLOL.** (PYROGALLOL TRIACETATE.) White, crystalline powder, insoluble in water, possessing the same reducing properties as pyrogallol and used in acute and chronic eczema as ointment. 1 oz. vials.....\$1.00 (Knoll & Co.)
- LYCETOL.** (DIMETHYLPIPERAZINE TARTRATE.) White powder, readily soluble in water. Uric acid solvent, antirheumatic and diuretic in doses of 4 to 10 grains three times daily. 10 Gm. vials, \$1.50;  $\frac{1}{4}$  oz.,  $\frac{1}{2}$  oz., 1 oz. cartons, per oz.....\$4.25 to \$4.40 (Farbenfabriken of Elberfeld Co. and Schering & Glatz.)
- LYGOSINE.** (SODIUM LYGOSINATE.) Glossy, greenish crystals; a condensation product of salicylaldehyde and acetone; readily soluble in water, forming ruby red solutions. Non-irritant substitute for silver as urethral injection in gonorrhoea, 5 per cent. strength. 10 Gm. vials.....35c. (C. Bischoff & Co.)
- LYSIDIN.** (ETHYLENE-ETHENYL-DIAMINE HYDROCHLORIDE.) Pale yellowish liquid, containing 50 per cent. of pure lysidin, the substance itself being very hygroscopic. Used in acute gout and uric acid diathesis in doses of 10 to 30 minims. 1 oz. vials.....\$1.75 (Victor Koechl & Co.)
- MARETIN.** White, glistening crystals, very sparingly soluble in water (1 to 1050). Antipyretic, being a methyl acetanilid with a urea nucleus in place of the acetyl group. Dose, 3 to 10 grains. 1 oz. cartons, per oz.....\$1.25 to \$1.40 (Farbenfabriken of Elberfeld Co.)
- MERCUCIOL.** (Brown powder, soluble in water; insoluble in alcohol; a chemical combination of maleic acid and mercury, containing 10 per cent. of the metal. Applied to ulcers in from  $\frac{1}{4}$  to 5 per cent. solution, or in ointment.  $\frac{1}{4}$  oz. vials, per oz., \$1.60; 1 oz. vials, \$1.50 (Parke, Davis & Co.)
- MESOTAN.** (METHYLOXY-METHYLENE OF SALICYLIC ACID.) Clear, yellow fluid, insoluble in water, but miscible with alcohol, ether and fixed oils. External application mixed with equal parts of olive oil in muscular rheumatism, pleuritis and gout. 1 oz. bot., 47c.; 25 oz. lots.....42c. (Farbenfabriken of Elberfeld Co.)
- NARGOL.** Grayish powder, readily soluble in water. Compound of silver and nucleic acid in the strength of 10 per cent. Used in gonorrhoea and conjunctival inflammations, and applied as solution or ointment to old ulcers, suppurating wounds, etc.  $\frac{1}{4}$  oz. vials, per oz., \$1.80;  $\frac{1}{2}$  oz., per oz., \$1.75; 1 oz.....\$1.70 (Parke, Davis & Co.)
- NEODERMIN.** Ointment containing lanolin, 85; petrolatum, 10; difluorodiphenyl, 4; fluorpseudocumol, 1. For ulcerated surfaces, burns, etc. Collapsible tubes, Gm. 20 and Gm. 40, each.....40c. and 75c. (C. Bischoff & Co.)
- OLEOCREOSOTE.** Pale brown, oily liquid combination of beechwood creosote, 83 per cent., with oleic acid. Used in affections of the respiratory organs, tuberculosis, etc. Dose, 10 to 30 minims. 1 oz.....65c. (Schering & Glatz.)
- ORPHOL.** (BETA-NAPHTHOL BIS-MURE.) Odorless and tasteless fawn colored powder, insoluble in water; consists of 80 per cent. bismuth oxide and 20 per cent. beta-naphthol. Intestinal antiseptic in doses of 5 to 15 grains three or four times daily. 1 oz., \$1.50; tablets, 5 grains, 50 tablets in vial, per vial.....60c. (Schering & Glatz.)
- OVARADEN.** Tasteless and odorless powder consisting of the active substance of pig ovaries, used in dysmenorrhoea and neurasthenia in doses of 15 to 30 grains daily. 1 oz. vials, \$1.30; 4 grain tablets, bottles of 100.....\$1.30 (Knoll & Co.)
- PANKREON.** Grayish-red powder, insoluble in water, obtained from the pancreas; used in pancreatic diabetes, gastritis and anorexia in doses of  $\frac{1}{4}$  grains three times daily. Cartons, Gm. 25, \$1.50; boxes of 50 tablets (Gm. 0.25).....\$1.00 (C. Bischoff & Co.)
- PHENOCOLL HYDROCHLORIDE.** White, crystalline powder, with sharp, saline taste; soluble in 16 parts of water; very soluble in hot water and alcohol. Similar to phenacetin, and used in malaria, pneumonia, influenza, rheumatism, etc. Dose, 7 to 15 grains. 25 Gm. vials.....\$1.50 (Schering & Glatz.)

**PIPERAZINE.** Crystalline powder, readily soluble in water. Solvent of uric acid and insoluble urates in the system; used in gout, rheumatism and urinary calculi. Dose, 5 to 8 grains three daily. 10 Gm. vials, per vial, \$1.50; lots of 60, per vial, \$1.25. Tablets, tubes of ten 15 grain tablets, \$1.50; 60 tubes, per tube, \$1.25; 1/2 and 1 oz. bot., \$4.25 (Farbenfabriken of Elberfeld Co. and Schering & Glatz.)

**POLLANTIN.** Liquid and powder; antitoxic serum for hay fever, autumnal catarrh, rose fever and June cold. Package of powder and brush, \$1.75; liquid, per package of serum and pipette, \$1.75 (Fritzsche Brothers.)

**PROBILIN PILLS.** Composed of salicylic acid, acid sodium oleate, phenolphthalein and menthol; used in gallstone affections. Dose, 3 to 4 pills twice daily for twenty days. Vials of 60, per vial, \$1.25 (Schering & Glatz.)

**PROFERRIN.** (IRON NUCLEO-PROTEID.) Reddish-brown powder, insoluble in water and acid solutions; contains 10 per cent. of iron and 1 per cent. of phosphorus, in organic combination; is absorbed from the duodenum, being unaffected by the gastric juice. Used in blood impoverishment in doses of 5 grains three times daily. 1 oz. cartons, per doz., \$6.00; 5 grain tablets, bottle of 100, 60c.; 2 1/2 grain, bottle of 100, \$4.00. (H. K. Mulford Co.)

**PROTAN.** (TANNIN NUCLEO-PROTEID.) Light brown powder, insoluble in water; formed by the synthesis of tannic acid with nucleo-proteid. Used in all forms of diarrhoea in doses of from 20 to 30 grains; is astringent and acts in the intestines, being unaffected by the gastric juice. 1 oz. cartons, per doz., \$6.00; 7 1/2 grain tablets, bottle of 100, 85c.; 5 grain, per 100, \$8.00. (H. K. Mulford Co.)

**PROTARGOL.** Yellowish, light powder, easily soluble in water. A proteid compound containing 8 per cent. of silver; not precipitated by albumen or salt solutions. Bactericide in gonorrhoea; antiseptic in eye, ear, nose and throat affections. 0.25 to 1 per cent. solutions for gonorrhoea; 0.5 to 5 per cent. for eye, and 2 to 10 per cent. for ear, nose and throat. Internally in doses of 1 to 3 grains 1/2 oz. and 1 oz. vials, per oz., \$1.25 to \$1.35 (Farbenfabriken of Elberfeld Co.)

**PURGATIN.** (PURGATOL; ANTHRA-PURPURIN ACETATE.) Yellow crystalline powder; a synthetic oxyanthraquinone, having mild aperient properties; insoluble in water; decomposed in contact with alkalies. Dose, 7 1/2 to 15 grains. 1 oz. cartons, 85c.; 5 grain tablets, 50 in carton, \$5.00. (Knoll & Co.)

**QUININE LYGOSINATE.** Orange-yellow, amorphous powder, containing 70.8 per cent. of quinine; difficultly soluble in water, readily soluble in alcohol, chloroform and benzoin. Nontoxic antiseptic and styptic, employed as a dusting powder, gauze or suppository. 10 Gm. vials, each, \$70c. (C. Bischoff & Co.)

**RENADEN.** Powder obtained from extract of pigs' kidneys; used in uræmia and nephritis in doses of 1 to 2 drachms daily. 1 oz. vials, \$1.30; 4 grain tablets, bottles of 100, \$1.30. (Knoll & Co.)

**RUBIDIUM IODIDE.** Colorless, cubical crystals; soluble in less than 1 in 1 of water; bitter, saline taste. Used in place of potassium iodide in polyarthritides and syphilis. Dose, 5 to 20 grains. 1 oz. vial, \$1.00

**SAL-ETHYL.** A colorless, transparent, volatile fluid representing pure ethyl salicylate. A substitute for methyl salicylate or oil of wintergreen. Globules, 5 min., in bot. of 50, per doz. bot., \$5.00 (Parke, Davis & Co.)

**SALOPHEN.** White, crystalline powder, containing 51 per cent. of salicylic acid; almost insoluble in water; soluble in alcohol and ether; incompatible with alkalies, which decompose it. Antipyretic, analgetic and antiseptic in rheumatism and neuralgia. Dose, 10 to 15 grains 3 to 4 times daily. 1 oz. cartons, \$1.00 (Farbenfabriken of Elberfeld Co.)

**SALOQUININE.** (SALICYLIC ACID ESTER OF QUININE.) Whitish powder, insoluble in water, but soluble about 1 in 120 of alcohol. Tasteless quinine substitute, used in malaria, tropical fevers, neuralgia and rheumatism. Dose, 15 to 30 grains, one to three times daily. 1/2 and 1 oz. cartons, \$1.25 to \$1.50 (Farbenfabriken of Elberfeld Co.)

**SCOPOLAMINE HYDROBROMIDE** is identical with hyoscyne hydrobromide, but lower in price. 15 grain tubes, each, \$3.75; 10 grain tubes, \$2.50; 5 grain tubes, \$1.25

**SILVER CITRATE.** (ANTISEPTIC CREDS; ITROL.) White powder, soluble about 1 in 4000 of water. Recommended in Crêde's treatment as an antiseptic for wounds, in lotion, ointment, or powder. For disinfection of hands, skin and instruments, 1 to 1000-5000 watery solution; as gargle 1 to 5000 to 10,000; in gonorrhoea, 1 to 5000. Oz., \$1.20 to \$1.25 (Schering & Glatz and Merck & Co.)

**SILVER LACTATE.** (ACTOL.) Whitish powder, soluble in 15 parts of water; recommended in solution 1 in 200 to 1000 as an antiseptic for surgical use. 1/2 oz. and 1 oz. vials, per oz., \$1.30; tablets, 3 grains, boxes containing 5 vials of 10 tablets, per box, \$1.15 (Schering & Glatz.)

**SIROLIN.** (SYRUP OF THIOCOL.) Syrup solution of thiochol, containing 6 grains of thiochol in a teaspoonful. 4 oz. bot., per doz., \$8.00 (Hoffmann-La Roche Chemical Works.)

**SOMATOSE.** Light yellow granular powder, easily soluble in water, prepared from meat and consisting of dextero and hetero albumoses. Nitrogenous food product for the sick and convalescent. Dose for adults, 150 to 240 grains daily; for children, 50 to 100 grains. 2 oz. tins, per doz., \$8.25; 1/2 lb. tins, per lb., \$5.25; 1/2 and 1 lb. tins, per lb., \$5.00 (Farbenfabriken of Elberfeld Co.)

**SOMNOS.** (CHLORETHANAL ALCOHOLATE.) Clear liquid, miscible with water, produced by the synthesis of chloroethanal with apolyatomic alcohol radical. Hypnotic and cerebral sedative in doses of from 2 to 4 drachms. Pint bottles, \$1.10 per pint; \$12.00 per doz.; 4 oz. bottles, per doz., \$4.00 (H. K. Mulford Co.)

**STYPTOL.** (COTARNINE PHTHALATE.) Yellow, crystalline powder, readily soluble in water. It is the phthalate salt of an opium base. Recommended in uterine hæmorrhage in doses of 1/4 to 1/2 grain internally or hypodermically. 1 oz. vials, \$6.50; 1/2 oz., per oz., \$6.75; 1/4 oz., \$7.00; 15 grain vials, per vial, 85c.; 1/2 grain vials, bottles of 100, per bot., \$1.20 (Knoll & Co.)

**STYRACOL.** (GUALACOL CINNAMATE.) White granular crystals, insoluble in water, readily soluble in alcohol. Given in phthisis, catarrh of the stomach and intestines and in gonorrhoea in doses of 5 to 15 grains three daily. 1 oz. cartons, \$1.20; 5 grain tablets, bot. of 100, \$1.40 (Knoll & Co.)

**SUBLAMINE.** MERCURIC ETHYLENE-DIAMINE SULPHATE.) Crystalline powder, containing 43 per cent. of mercury; very soluble in water. Used in solutions of 1 to 1000 as a substitute for corrosive sublimate. 1 oz. vials, 50c.; tablets, 15 grains, 100 tablets in bottle, \$1.10; 20 tablets in tube, 5 tubes in box, \$1.60 (Schering & Glatz.)

**TANNALBIN.** (TANNIN ALBUMINATE.) Pale brown, insoluble, tasteless powder, containing about 50 per cent. of tannin. It is not affected by the gastric juice, but is split up in the intestinal canal; hence is used as intestinal disinfectant and for diarrhoea. Dose, 3 to 8 grains. 1 oz. cartons, 85c.; 5 grain tablets, bot. of 100, \$1.00 (Knoll & Co.)

**TANNIGEN.** (ACETYL-TANNIN.) Yellowish powder, insoluble in water, soluble in alcohol; incompatible with alkalies which decompose it. Intestinal astringent in chronic diarrhoea and intestinal diseases of children. Adult dose, 3 to 10 grains, three to six times daily; children, 1-3 to 1/2 that quality. 1 oz. bot., per oz., 75c. (Farbenfabriken of Elberfeld Co.)

**TANNOPINE.** (HEXAMETHYLENETETRAMINE TANNIN.) Brownish powder, insoluble in water, decomposed by alkalies; compound of tannin and urotropine, containing 87 per cent. of tannic acid. Intestinal astringent and disinfectant. Adult dose, 10 to 15 grains; children, 3 to 8 grains four times daily. 1 oz. cartons, per oz., 75c. (Farbenfabriken of Elberfeld Co.)

**TESTADEN.** Powdered extract of the testicle juice of animals. Used in impotency, anemia with irregular menses, diabetes and uræmia. 1 oz. vials, \$1.30; 4 grain tablets, bot. of 100, \$1.30 (Knoll & Co.)

**THEOBROMINE.** White crystalline powder, almost insoluble in cold water or alcohol; organic base obtained from seeds of *Theobroma cacao*. Diuretic in dropsy of cardiac and renal affections. Dose, 5 to 8 grains. 1 oz. bot., per oz., 90c. (Farbenfabriken of Elberfeld Co.)

**THEOBROMINE - SODIUM - SALICYLATE.** White powder very soluble in water, decomposed by acid solutions. Diuretic in dropsy of cardiac and renal origin. Dose, 7 to 15 grains. 1 oz. bot., per oz., 60c. (Farbenfabriken of Elberfeld Co.)

**THEOCIN.** Fine, colorless crystals; synthetic alkaloid of tea (theophylline); difficultly soluble in alcohol and cold water, more easily in warm water; forms salts with alkalies. Powerful diuretic in doses of 3 to 6 grains three to four times daily. 1/2 and 1 oz. bot., per oz., \$2.70 (Farbenfabriken of Elberfeld Co.)

**THEOPHYLLIN.** White crystalline needles, soluble in 225 parts of water. Identical with theocine, being the synthetic alkaloid of tea. Diuretic in doses of 4 to 8 grains. 1 oz. vials, \$1.40. Theophyllin sodium, 1 oz. vials, \$1.50. Theophylline sodium salicylate, 1 oz. vials, \$1.10 (C. F. Boehringer & Soehne.)

**THIGENOL.** Dark brown, thick liquid; odorless on use; slight empyreumatic taste; soluble in water, diluted alcohol, glycerin and collodion; same uses as Ichthyol. It is the sodium salt of the sulphonic acid of a synthetic sulpho oil. Dose, 3 to 10 grains. Lb. bot., \$4.00 (Hoffmann-La Roche Chemical Works.)

**THIOCOL.** (POTASSIUM GUALACOL SULPHONATE.) White crystalline powder, soluble in water, slightly in alcohol and ether. Used in phthisis and similar diseases which require the creosote or gualacol treatment; nonirritating and readily assimilable. Dose, 5 to 20 grains three times daily. 1 oz. cartons, per oz., \$1.40; tablets, 5 grains each, 100 in bot., \$1.75 (Hoffmann-La Roche Chemical Works.)

**THIOSINAMIN.** Colorless crystals, soluble in water, alcohol and ether; used hypodermically for lupus and uterine affections in doses of 1 to 3 grains in 15 per cent. alcoholic or 10 per cent. glycerinated water solution, one injection being given every three days, by the mouth. In capsules containing 1/2 to 3 grains. 1/2 oz. and 1 oz. vials, per oz., 60c. to 65c. (Schering & Glatz.)

**THYMOXOL.** Alcoholic 1 per cent. solution of thymol containing 3 per cent. of hydrogen dioxide; miscible with water. Used in 5 or 10 per cent. solutions as antiseptic and bactericide. 1/2 lb. bot., per lb., \$2.40 (C. Bischoff & Co.)

**THYRADEN.** Brownish powder; dried extract of sheep's thyroid, 1 part representing 6 parts of fresh gland. Used in myxodema, obesity, goitre, psoriasis, eczema, menorrhagia and rickets. 1 oz. vials, \$1.30; 2 grain tablets, bot. of 100, 75c. (Knoll & Co.)

**TONOLS.** Trade name adopted by Schering & Glatz for the glycerophosphate salts. See under the name of the alkali earth or metallic base.

**TRIFERRIN.** (IRON PARA-NUCLEINATE.) Brownish-yellow powder, soluble in alkaline solutions, insoluble in water. Said to contain 22 per cent. of iron, 9 per cent. of nitrogen and 2.5 per cent. of phosphorus. Used in anemia, chlorosis and phthisis in dose of 5 grains three times daily. 1 oz. cartons, \$1.00; tablets, 4 1/2 grains, per oz., 75c.; solution (Triferol), 8 oz. bot., per bot., 55c. (C. Bischoff & Co. and Knoll & Co.)

**TRIKRESOL.** Clear, colorless liquid; a mixture of ortho, meta and para cresols in the proportion of 35, 40 and 25 per cent., respectively; soluble in 40 parts of water. Said to have three times the germicidal power of carbolic acid. Solutions of from 1/2 to 1 per cent. strength are recommended for surgical use; for internal use 1 to 2 minims three times a day. 1 oz. vials, 15c.; 1 lb. bot., 60c. (Schering & Glatz.)

*This is a specimen of a list which will appear in alternate issues and which will be kept closely revised from month to month, making it the most reliable guide available to the drug trade.*

(Written for the American Druggist.)

## THE PHARMACOGNOSY OF THE NEW PHARMACOPOEIA.

BY PROF. L. E. SAYRE,

Dean of the School of Pharmacy of the University of Kansas, Lawrence, Kan.

(Concluded from page 232.)

In the present and closing paper we shall try to point out the changes and improvements in drug descriptions as shown in the pages of the eighth decennial revision of the Pharmacopœia. Reference was made in a previous paper to the difficulties of drug description, the chief difficulty lying in the art of expressing, in as few words as possible, the most essential characteristics. These essential characteristics are found in the paragraph in small type immediately following the pharmacopœial definition in larger type. In the paragraph of description of organic drugs it will be observed that the committee have compressed in an average of about eight lines the essential characteristics of the drug under consideration. In order to make clear what we may have to say concerning drug description and review the changes and improvements in this particular we quote the description of anise, as found in the U. S. P. of 1890 and in the present revision (1900).

## 1890—ANISUM.

Anise.

The fruit of *Pimpinella Anisum* Linné (nat. ord. Umbellifera).

About 4 or 5 Mm. long, ovate, compressed at the sides, grayish, finely hairy, and consisting of two mericarps, each with a flat face and five light brownish, filiform ridges and about 16 thin oil tubes, which can be seen in a transverse section by the microscope. It has an agreeable, aromatic odor and a sweet, spicy taste. It may be distinguished from *Conium* fruit (which it somewhat resembles and which has been mistaken for it) by the odor and taste and by the *Conium* fruit consisting usually of single mericarps, which are smooth, grooved upon the face, and have crenate ridges with wrinkles between them and no oil tubes.

## EIGHTH REVISION—ANISUM.

Anise.

The ripe fruit of *Pimpinella Anisum* (Fam. Umbellifera), obtained from cultivated plants.

Ovoid, laterally compressed, 4 to 5 Mm. long; carpels usually cohering and attached to a slender pedicel; grayish or greenish-gray to grayish-brown; each with a flat face and five light brown filiform ridges and about 16 oil tubes; odor and taste agreeable and aromatic.

In comparing these descriptions of anise we note that the description in the eighth revision commences with the description of the general form or outline. This is followed by the measurement. In the 1890 revision the measurement preceded the general form.

In distinguishing *conium* from anise the Pharmacopœia takes less than one-half the space and covers the same ground as the 1890 Revision. To the text is added the description of the elements contained in the powder. A careful analysis of the present Pharmacopœia will disclose, in the aggregate, a vast number of such minor (and important) changes in drug description, which it would be impossible for one to satisfactorily review in a paper of this kind.

Some of the descriptions have been expanded, as, for example, in the case of arnica flowers. In the detailed description of these flowers it will be seen that the ray and disk florets are more satisfactorily identified.

*Cannabis Indica*.—This is stated to be the flowering tops of the pistillate plants (formerly the "female plant") in dark-green or more or less brownish masses, consisting of, etc. Formerly the drug was referred to as "branching, compressed, brittle," etc., but it was not clear, in the description, as to what was branching, compressed, etc. The present description is more satisfactory.

It is unfortunate that an assay process has not been added to this potent drug, but we can easily understand this. No satisfactory process has yet been proposed which would be suitable for the pages of the Pharmacopœia. It is not difficult, however, to obtain in the market a reliable article of guaranteed strength, although it is well known that considerable quantities of the inferior article are occasionally imported.

*Coca*.—In the description of these leaves more than three times the amount of space has been taken. In the 1890 Pharmacopœia a little over five lines was given, in the eighth revision it is covered by about eighteen lines. Two paragraphs are found, one giving a minute description of the Huanuco coca, the other to the Truxillo variety. If one will compare the old and

the new Pharmacopœia they will find that coca is very much more closely and satisfactorily identified.

*Gelsemium*.—In the description of this drug the new Pharmacopœia brings out the fact that the numerous distinct medullary rays are eccentric in the rhizome, and with four groups of internal phloem. To the description might have been added the statement that the virtues of this drug reside almost entirely in the bark, the wood being practically inert and almost tasteless.

*Gentian*.—It is to be noted, in the description of this drug that the dried rhizome as well as root is recognized. The powder is stated to be free from starch grains and sclerenchymatic tissue.

In the old Pharmacopœia we find the term "meditullium" employed (as in the description of *Gentian*), but in the new this term seems to be absent. Pharmacognosicists do well to drop this indefinite, or misleading, term, which was intended, doubtless, to mean the portion inside the canebium, in cross sections of roots, etc.

*Hydrastis*.—To the description of this drug has been added the following:

Sections of *Hydrastis* treated with sulphuric acid show under the microscope the separation of the alkaloids in prismatic, tabular, and acicular crystals.

*Ipecac*.—Twelve lines are devoted to the description of this root (formerly seven lines). The Rio and Carthage *Ipecac* are described; the former description (the Rio) brings out the details of *Ipecac*, as well as the special characteristics of this variety. The Carthage is referred to as having its special physical properties only.

*Krameria*.—Fifteen lines are occupied in description (formerly six lines); separate descriptions are given for the Peruvian and the Savinilla and Brazilian *Krameria*. In the Peruvian the pinkish brown bark occupies less than one-third the radius, while the darker brown bark of the Savinilla occupies two-fifths or more of the radius. The taste of the latter is more astringent than that of the former.

*Nux Vomica*.—The description of the drug itself has been somewhat expanded, the important addition to the description being the following:

Powder light gray, the epidermal cells modified to strongly lignified hairs; endosperm cells thick walled, containing a fixed oil and aleurone grains and giving a blue or violet color with potassium dichromate and sulphuric acid; in the tissues of adhering fruit pulp [present in the powder] occur a few small, nearly spherical starch grains.

*Quassia*.—The description of quassia includes a paragraph devoted to Jamaica quassia and one to Surinam quassia. The medullary rays of the Jamaica quassia are stated to contain tetragonal prisms or small, arrow shaped crystals of calcium oxalate. In tangential section, the medullary rays of the Jamaica are observed to be mostly three or five rows of cells in width, while in the Surinam they are mostly one or two rows of cells in width.

*Scammonium*.—It is stated in the new description that an alcoholic solution is not colored blue on the addition of tincture of ferric chloride; not less than 75 per cent. should be soluble in ether, and when the residue left on the evaporation of the ethereal solution is dissolved in a hot solution of potassium or sodium hydroxide, it is not reprecipitated on the addition of diluted sulphuric acid; ash, not more than 3 per cent.

*Scopola*.—The first part of the description of this drug reads as follows:

Of horizontal growth, more or less curved and shortly and sharply flexuous, cylindraceous and somewhat flattened vertically, occurring mostly in pieces from 2.5 to 7.5 Cm. long and 0.8 to 1.6 Cm. broad, often split before drying; upper surface marked with closely set, large, cup shaped stem scars, margins irregularly contracted, etc.

*Strophanthus*.—The source of this is stated to be the ripe seed of *Strophanthus Kombé* Oliver. The physical characteristics, it will be noted, are different in some respects from the former official drug. The odor is stated as slight or heavy when the seeds are crushed and moistened.

The endosperm, and often parts of the cotyledons, quickly

assume a green color when crushed or cut and treated with concentrated sulphuric acid. Under the microscope the hairs are seen to be of a light greenish brown color, 1 Mm. or less in length and to consist of but one thin walled cell.

**Serpentaria.**—The 1890 Pharmacopœia, in its description of this drug, simply refers to the two varieties, the Virginia and Texas variety. The present Pharmacopœia gives each of these varieties a separate description. The Texas rhizome is about twice as large as that of the Virginia, of a grayish-brown color, and the roots are fewer, less interlacing and thicker.

**Sinapis.**—Much more space is given to the description of the two mustards. The extra space, however, is taken up very largely by a limit test of starch. Reference to this test was made in a preceding paper.

**Tragacantha.**—The description of this gum is expanded slightly, and the test is slightly modified as will be seen from the following:

On treating tragacanth with 50 parts of water, it swells and gradually forms a cloudy, gelatinous mass, which, on warming with solution of sodium hydroxide on a water bath, becomes yellow and is tinged blue on the addition of iodine T. S.; the addition of alcohol to the fluid portion causes a precipitate, but the liquid is not colored blue by iodine T. S.

**Vanilla.**—Added to the former description is a statement to the effect that the fruit is frequently covered with an efflorescence of vanillin in acicular crystals, and the seeds contained within the pulp are stated to be ovoid and flattened.

**Veratrum.**—The definition of this drug has been changed so as to cover both the American (*viride*) and the white (*album*). A somewhat similar case of an expanded definition is found in the Apocynum, which is now no longer the dry rhizome of *Apocynum Cannabifolium* Linne, alone, but also of "closely allied species" of Apocynum. This would seem to include also the *androsemifolium*. We do not know what our eclectic brethren will say to this liberty we have taken in the case of this drug, for many of them assert that these two species have decidedly different properties. Such cannot be said, however, of the two veratrums. They are practically the same therapeutically. The description of veratrum is changed very slightly. The old description refers to the external color as blackish-gray. The new gives it as "light to dark-brown or blackish."

**Viburnum.**—The two species *Opulus* and *Prunifolium* are distinguished in transverse sections by showing several bands of bast fibers (*Opulus*), and groups of stone cells readily distinguishable (*Prunifolium*).

**Xanthoxylum.**—The two varieties, the Northern and Southern have almost precisely the same descriptions they had in the Pharmacopœia (1890).

**Zea.**—The description; "a matted mass of slender filaments, thread-like yellowish or brownish," is an improvement on the former description.

**Zingiber.**—The official description is as follows: "Laterally compressed, irregularly branched pieces; externally whitish or pale buff, longitudinally striate; fracture short-fibrous, mealy, showing numerous small oil resin cells and circular groups of fibrovascular bundles; odor agreeably aromatic; taste aromatic and pungent."

We are glad to see that the terms referring to measurements are here entirely omitted. It seems to us that there are many cases where a similar procedure (of omission) would have been desirable. For example, in cinchona, possibly also Saigon cinnamon and wild cherry.

**Vitose** is a new ointment basis, which is said to be readily miscible with aqueous liquids, fats and glycerin. It forms a soft, neutral, odorless mass, and is understood to be a mixture of water, albumen, fat and glycerin. Made by J. E. Stroschein, Berlin, Germany, who also puts up vitose cream.

**Zinc peroxide soap** is a new antiseptic soap made by adding moistened zinc peroxide to ordinary household soap melted on a water bath in the proportion of 88 parts of soap to 20 parts of peroxide.

## CASCARA, AN IMPORTANT PRODUCT OF THE COUNTRY OF LEWIS AND CLARK.<sup>1</sup>

BY JOHN E. GHOFF, PH.G., PH.C.,

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The Northwest is rapidly passing its pioneer age. All the forces and products of nature are being laid hold of, and not the least important among them is cascara bark, indigenous to the very verge of the great territory revealed by Lewis and Clark. The pharmacology of the drug was assigned as the theme of this paper, but inasmuch as the rise and extensive use of it has been phenomenal and typical in its way of the country where it grows, we will consider it also in its other interesting aspects.

In the United States Pharmacopœia of 1880, 25 years ago, the drug is not mentioned. It is in the list of articles added to the Pharmacopœia of 1890. In the eighth decennial revision it is named and defined as follows: "*Rhamnus Purshiana*; *Cascara Sagrada*. The dried bark of *Rhamnus Purshiana* De Candolle (Fam. *Rhamnaceæ*), collected at least one year before being used."

### HISTORY.

In King's Dispensatory we learn that "Cascara was discovered by an eclectic physician, Dr. J. H. Bundy, its virtues being first extolled in *New Preparations*, Detroit, 1877. Parke, Davis & Co. introduced the fluid extract to the medical profession and gave it great conspicuity. It may be confidently said that to their efforts is due the widespread celebrity of this drug and its preparations."

In this connection, illustrating the truly Western commercial growth of this drug, I quote in full a letter received from Parke, Davis & Co:

It is impossible to give you more than a rough estimate concerning cascara. From the data at our command, we are inclined to believe that about three million pounds are consumed annually. These figures are probably as accurate as any that could be given without a lengthy and systematic canvass of all manufacturers.

### PHARMACOGNOSY.

The requirements of the Pharmacopœia are these:

In quills or curved pieces of variable length, and 1 to 5 Mm. thick, outer surface reddish brown, frequently more or less covered with grayish or whitish lichens, several of which are peculiar to this bark, and with small groups of their brownish fruit-heads; inner surface, yellowish to light brownish, becoming dark brown with age and reddened by alkalies; longitudinally striate; fracture short, with projections of bast fibers in the inner bark, and the medullary rays forming converging groups; color distinct; taste bitter and slightly acrid.

In addition, according to Jelliffe, "The medullary rays are thin and extend about three-fourths of the width across the bark. They occur in groups which converge at their outer ends, thus differing from *Rhamnus Californica*. Stone cells are present, thus distinguishing it from *Rhamnus frangula*. The powdered bark turns orange on the addition of alkalies, while *Rhamnus Californica* turns deep red."

While the new Pharmacopœia gives the microscopic features of some of the vegetable drugs, it does not give those of cascara, and again I quote from Jelliffe:

"The powder shows the following elements: crystals, starch, resin, cork, bast fibers, parenchyma, medullary ray tissue, stone cells, and fragments of long celled tissues from the phloem part of the fibrovascular bundles.

"Crystals are the most characteristic constituents of the powder . . . the rosette forms are the most common; these vary in size, but on the average run about 15 to 20 microns. Cubical crystals are found clinging about the bast fibers in numbers; these are smaller, averaging between 5 and 10 microns. The starch grains are small, and usually inconspicuous; size about 4 microns. Cork cells are abundant, often isolated and 15 to 25 microns in size. The yellow or brown bast fibers are 5 to 15 microns in short diameter and contain clustered cubical crystals in small crystal sacs along their diameter."

<sup>1</sup> Written for the Pharmaceutical Congress of the Lewis and Clark Exposition, Portland, Ore., 1905.

## CHEMICAL COMPOSITION.

Professor Prescott found the chemical composition to be: (1) A brown resin, bitter to the taste, turned purple red by caustic alkalies, acids precipitating it from the solution; occurring in the middle and inner layers of the bark. (2) A red resin, nearly tasteless, colored brown by caustic alkalies; occurring in the corky layer. (3) A light yellow resin, tasteless, and not colored by potassium hydroxide. Besides these, a neutral crystallizable body not giving alkaloidal reactions.

A. R. L. Dohme and H. Englehardt have succeeded in isolating from cascara a glucoside which they named purshianin.

H. F. Meier and J. Le Roy Webber found a ferment occurring in recent bark and destroyed by heat. To this latter principle, it is claimed, the vomiting and griping of recent bark are due.

## PHARMACOLOGY.

In Cushney's "Pharmacology and Materia Medica" we find the statement that: "Many classifications of the purgatives have been based on their effects, and some of the terms are still retained, such as aperient, laxative, purgative, cholagogue, hydragogue, cathartic, drastic eccoprotic, etc. But the effect of the purgative is determined largely by the dose and by the condition of the intestine, so that a small dose may act as an aperient, laxative or eccoprotic, while a large dose of the same drug, or even the same dose in a more susceptible individual, may act as a drastic or hydragogue cathartic. It is therefore preferable to classify them according to their chemical nature as far as that is known, and in this way three classes may be formed: (1) purgative oils; (2) purgatives of the anthracene series; (3) the jalapin group. This classification places cascara among the anthracene purgatives.

A number of purgatives owe their activity to the presence of irritant anthracene ( $C_{14}H_{10}$ ) compounds, only a few of which have been isolated.

Their chemical examination is a matter of great difficulty, as they contain several active principles which are very nearly related to each other, and some of which are undoubtedly the products of the decomposition of more complex bodies. In addition, several pure substances have been found to be less certain in their purgative action than the crude drugs; probably because the colloids in the latter aid in their solution.

All the principles that have been isolated have proved to be derivatives of anthraquinone, and some of the oxyanthraquinones seem to be widely distributed. Thus all the members of this group contain trioxymethylanthraquinone, or emodin.

It is still undecided whether the emodin found in different drugs is identical or merely isomeric.

An acid glucoside, cathartin, has been found in cascara. Cathartin has been used in its pure state experimentally.

In moderate doses purgatives simply hasten the normal movements of the intestines and the stool is of the ordinary appearance and consistence.

In larger quantities they cause a more profuse evacuation than normal, and the stools, which are repeated at short intervals, are of a looser, more fluid consistency. Their action is accompanied by considerable pain and colic, and the hurried movements are shown by the characteristic gurgling sounds.

## PREPARATIONS.

There are but two official preparations of cascara, the fluid and solid extracts. There are, however, numerous elixirs, so-called tasteless preparations, cordials, etc., introduced into the market by the manufacturing pharmacists, and the money value of the drug must be enormous. It has risen into favor rapidly and evidently is here to stay, and the Northwest may be proud to be its home.

**Vaporin for Whooping Cough.**—Under this name Montini employs a mixture of naphthalin, 180; camphor, 20; eucalyptus globulus oil, 3, as a vapor for the treatment of pertussis. The mixture is put in boiling water, and the room in which the child is located saturated with the vapor. This is stated to give immediate relief.—*Med. Press*, through *Phar. Jour.*

PROPRIETARIES AGAIN.<sup>1</sup>

The baneful condemnation by many of our official organs of the use of proprietary preparations in general has reached a stage of that condition commonly known as "overripe." The repeated literary tirades against these interests, mainly judged by what is commensurate with the ideals of the editor, has been especially effective upon that class of members of the profession who tremble lest they side-step in the path of organized medicine.

A representative of one of our well-known pharmaceutical firms dropped in upon one of the younger members of our local fraternity for the purpose of "sampling" him. This brother, evidently "nightmared" by the "ethics" in proprietary administration, greeted the representative with a bluff demand for the formula of the preparation he wished to present to the consideration of the doctor. The representative answered the question propounded in as affable a manner as possible, but was given little opportunity to present the special features in connection with his preparation. However, before returning his samples to his case, which, by the way, he refused the physician because of his manner of reception, he casually inquired if the doctor had been accustomed to make use of a well-known preparation as a gargle, and inquired as to the merits of it. The doctor spoke flatteringly of the preparation, manifesting full confidence in its virtue. The representative's parting shot to the physician was: "Doctor, what's the composition of the preparation we have just discussed?" This was a knockout blow, and the self-gratified representative left the physician, mumbling incoherently, at the same time rustling through a pack of miscellaneous magazines, evidently for the purpose of locating a copy of the formula of this proprietary preparation that he had just previously so vociferously lauded.

Another illustration of where the "war cry" was taken up is in the following: A physician of seven years' practical experience, backed by a diploma from one of our foremost Northern institutions, located in our State for the purpose of practicing medicine. After a month's residence, during which time he had emphasized the fact among his brother physicians that he had never prescribed a proprietary medicine, but prided himself on his ability to arrange his own combinations, he became aware of the fact that an examination before the State Board was an essential in his case. The result was a failure to successfully pass our State Board of Examiners, and we are told his main stumbling block proved to be materia medica. This strict adherent to the nonuse of proprietaries is now back in Northern climes. The tendency for some "sticklers" to overdo this question reminds us of the following story:

It is said that there was at one time an individual who had so indissolubly bound himself up in the disasters incident to the Galveston flood that to any and all whom he chanced to meet he constantly referred to this terrible calamity. The public, tiring of this, now a record of history, persistently shunned him. In due course of time this poor mortal shuffled off to the better world. Heaven, however, proved no relief, for he immediately began his pessimistic tirades of the direful results of the Galveston flood. One day he fell into conversation with one of the ancients, who gave no heed to his recitations upon this subject. In despair he called to one of the angels, and asked if this fellow was deaf and dumb, but received the reply, "There are no deaf and dumb in Heaven." "Pray, tell me who can this individual be who gives no heed to my story." The reply came, "Knowest thou not this man? Why, it is Noah, and he has had some experience with water himself."

And so it is with those official organs that are howling against the general use made of proprietaries. We tire of this constant harangue against those physicians who do not prescribe to their liking.

While we are ready to indorse the attempts that are being made to place the practice of medicine upon a higher basis, yet we are not led to believe that the great army of medical men throughout our country will marshal themselves at the bugle call of the editor of the *California State Journal of Medi-*

<sup>1</sup> *Courier-Record of Medicine.*



one and others. There is a marked degree of independence in the profession that will forever and eternally prevent any attempts to curtail independent action on the part of the individual physician. With the years of hard study of the causation and symptomology of disease, it does not stand to reason that the average physician will habitually prescribe preparations, the composition of which he is in absolute ignorance, and concerning the manufacture of which he is equally ignorant. The statement that the average physician to-day is as capable of compounding a tonic that will prove both as efficient and palatable as that furnished through our proprietary houses is nonsensical.

Medicine, among its revisions in the past century, has included a new field—that of the pharmaceutical chemist. The time is past when it falls to the physician's lot to act as a referee upon all matters pertaining to sciences. To-day these subjects are in the hands of those who have given to them a life study, as a result of the demands of this world's progress. Pharmaceutical chemistry to-day owes its advanced strides to the painstaking efforts on the part of our pharmaceutical houses to supply the physician with both a palatable and efficient preparation.

The question of secrecy or nonsecrecy lies, as a matter of fact, with the individual physician. There are at present relatively few preparations, the essential constituents of which would not be divulged by the makers upon application. That they are not divulged is more a result of financial protection against unscrupulous druggists than for the purpose of defrauding the physician. Pharmaceutical preparations differ in no wise from others of the world's goods, their true virtue being in the intrinsic value. The writer cannot conceive of any

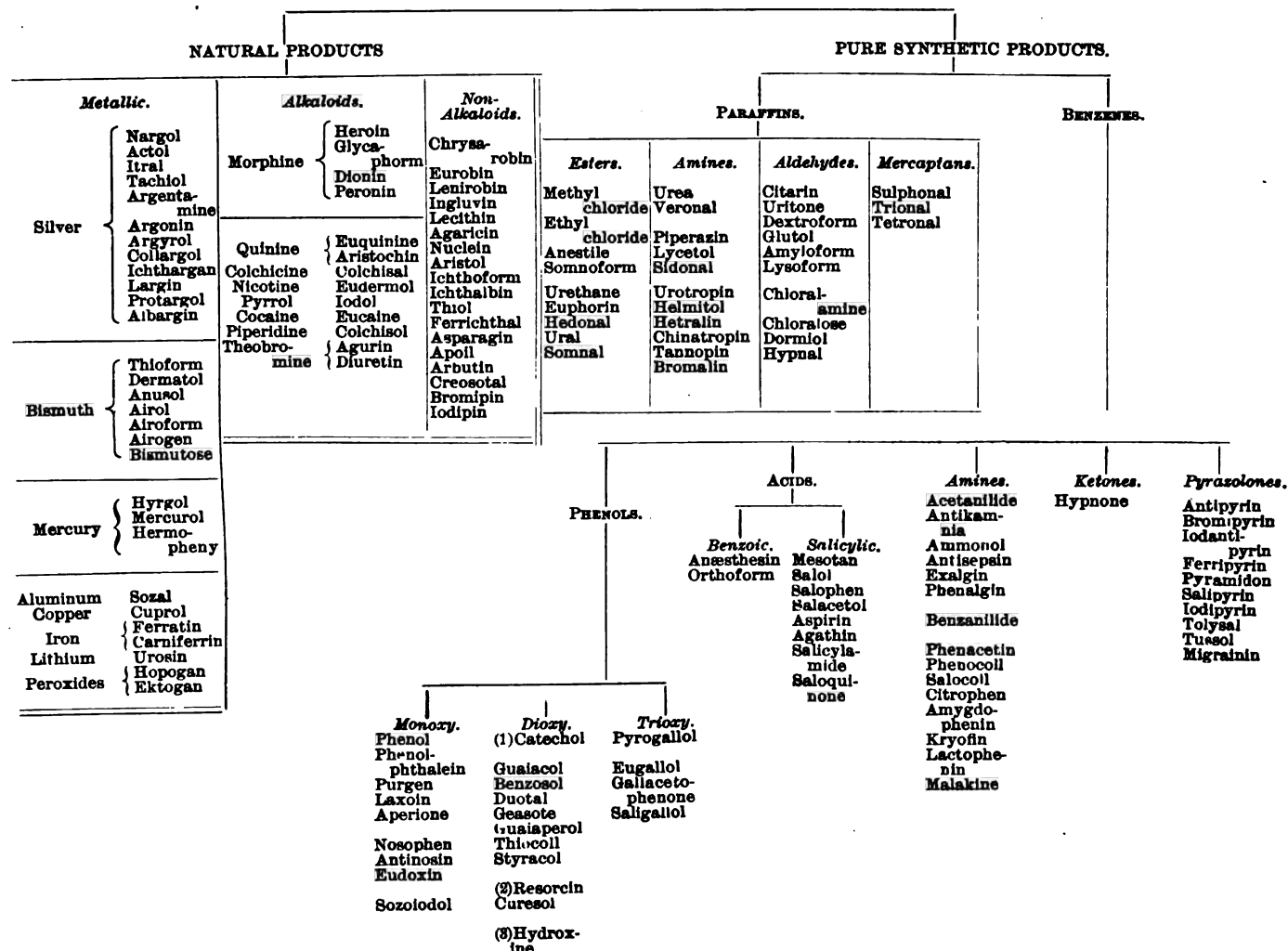
physician prescribing preparations, the composition of which he is in absolute ignorance, and at the same time is of no therapeutical value.

We believe that the great proprietary scare is now over, and that precious few are those men who have been led to modify their system of therapeutics by the appearance of this proprietary ghost.

### Classification of the Newer Remedies.

At a recent meeting of the Cheltenham and District Chemists' Association, which was reported in the *Pharmaceutical Journal*, William Palmer showed, by means of the accompanying chart and by diagrams and formulas on a blackboard, the relations existing between a large number of modern chemicals. In most cases the formula was given for the typical substance of the group to which it belonged, and the chief characteristic reactions explained. The natural products divided into the three groups—metallic, alkaloidal, and non-alkaloidal bodies—were briefly dealt with, while the pure synthetic products were treated with in a more detailed manner. It was suggested that in studying the compounds they should be reviewed in groups and not as isolated units, by which method no great simplification is effected. For instance, in the group comprising phenacetin, the outline process for its preparation was shown by means of graphic formulas, and its derivatives, phenocoll, salocoll, etc., were then dismissed with a few brief remarks on each. In this way the whole chart was concisely gone through and explained in the course of an hour, and a bird's-eye view of the entire scheme of modern therapeutics was thus presented in a clear and intelligible manner.

### MODERN MATERIA MEDICA.



HYDRARGYRI OXIDUM FLAVUM.<sup>1</sup>

BY G. PINCHBECK, Ph.C., F.C.S.

Yellow mercuric oxide has been in use for a great number of years as a remedy for chronic ophthalmia, ulceration of the cornea and all forms of conjunctival inflammation, having been first publicly recommended in a paper contributed by Mr. Balmanno Squire. It was first used by Prof. H. Pagenstecher in 1856, on the suggestion of Apotheker Hofman, of Wiesbaden, who recommended the freshly precipitated oxide in place of red oxide, which the professor had up to that period employed in his ophthalmic treatment. Further prominence was given to its value in eye treatment by Dr. Pagenstecher and Dr. Hofman in the *Ophthalmic Review* of July, 1865, and as a consequence it began to be used in place of the red oxide.

Reference to the foregoing paper will show that the intention was to have a freshly precipitated oxide for the preparation of eye ointment.

The therapeutic value of the oxide when exhibited in the form of an eye ointment depends to a large extent on its freshness, as the varying conditions of storage—irregular phases of temperature and exposure, accidental or otherwise, to light or moisture—tend to promote physical changes—e. g., heightened color, aggregation of particles into masses, etc. The presence of pointed particles or particles of irregular size causes the ointment to produce intense irritation when applied to the conjunctiva. The subject of elimination of all danger from these sources has been the object of recent investigation.

The method of preparation generally followed and preferable to any other, owing to the comparative purity of the substances employed, is the process given in the *British Pharmacopœia*, 1885—viz., precipitation of a solution of mercuric chloride by a solution of potassium hydroxide.

Various modifications of the manipulation of the precipitated oxide obtained by this process have been advocated by different workers. Schweissinger (*Pharm. Zentr.*, 1898, 874) suggested removing the water from precipitate in filter by suction and finally mixing the mass with a good vehicle. Since the ointment prepared by this method contains water, P. Knapp (*Deutsch. Med. Zeit.*, 1904, 27, 295) recommends the removal of the adhering water from the precipitated oxide by percolating with alcohol and ether—mixing the ethereal residue with white vaseline—and removal of the ether by subsequent evaporation. Although this process yields an ointment containing mercuric oxide in a very fine state of division, F. Schanz (*Zeitschrift, Augenheilk.*, 1904, 529) has shown that mercuric oxide is decomposed by alcohol and that it is difficult to remove the ether from the paraffin basis.

The writer has investigated the above modifications and favors the method of incorporating the precipitated oxide (deprived of a portion of its adhering water) with a suitable basis. The reasons for arriving at this conclusion are: (1) The freshly precipitated oxide is in an extremely minute state of division; (2) the oxide can be more intimately divided when mixed with the basis; (3) any possibility of pointed particles being present is obviated by the fineness attained during the process of incorporation.

The following are the details of the method of procedure: Precipitate the oxide in the shade (a photographic dark room is better), wash by decantation, finally transfer precipitate to a calico filter and continue washing with water till free from alkali (using phenolphthalein as an indicator); remove the adherent water by the use of a filter pump and then dry gently on a water bath, or water oven, stopping when not more than 20 per cent. of water remains (deduced by assay); finally, incorporate with the basis (to be described).

In choosing a suitable basis it is necessary to bear in mind (a) the consistence of the precipitated oxide; owing to the contained water it is desirable to introduce a fat (preferably animal) of an absorbent nature, and as the latter may have a low melting point or be too soft when employed alone, it may be necessary to incorporate some other fat, or a mixture of fats; (b) the uniform distribution of the particles; in order to

successfully combat the ravages of the invading bacteria answerable for the different forms of ophthalmia and induce a return to the normal condition of the surfaces affected it is highly desirable that the oxide be uniformly diffused through a basis which will comply with the following stipulations, viz.: (1) Remain soft, without being too fluid; (2) melt at the body heat; (3) be devoid of chemical action, and (4) be stable.

A combination of wool fat either with spermaceti ointment or white soft paraffin yields excellent results.

The spermaceti ointment should be freshly prepared and minus the benzoin; it is preferable to soft paraffin, owing to its highly emollient qualities.

The following formula is suggested:

|   |         |
|---|---------|
| Yellow mercuric oxide (+ $\infty$ per cent. H <sub>2</sub> O) ..... | 0.1-1.0 |
| Anhydrous wool fat.....   | 1.0     |
| Spermaceti ointment (— benzoin), or white paraffin, to.....         | 10.0    |

## Mix.

The ointment prepared according to this method is homogeneous, keeps well and does not show any stratification or fluorescence (cf. Ung. Hydrarg. Oxid. Flav., B. P.) on keeping.

BENZIN, NAPHTHA AND GASOLINE.<sup>1</sup>

BY OTTO RAUBENHEIMER, Ph.G.,

Brooklyn, N. Y.

Much confusion exists in regard to the products termed respectively benzin, naphtha and gasoline. I have repeatedly sent to paint stores and even to drug stores and asked for gasoline and received instead ordinary benzin. When I would return it as not the fluid asked for I would be invariably told that it was "all the same."

Benzin, naphtha and gasoline may be compared to 94 per cent. alcohol, deodorized alcohol and absolute alcohol. If a customer asked for absolute alcohol the pharmacist would not think of giving him 94 per cent. alcohol in place of it, but the very same pharmacist would have no hesitation about dispensing benzin for gasoline. Of course, he might make the argument that gasoline was too explosive and too highly inflammable, and therefore too dangerous, to use. The customer, however, ought to be told these facts and warned not to use it in a room in which a light is burning. For cleansing purposes it is best to use it outdoors. In addition, a red danger label ought to be attached to the container.

Let us consider for a moment the difference between benzin, naphtha and gasoline. When crude oil is subjected to fractional distillation the very lightest hydrocarbons distil over first, the product being called gasoline. The next distillate, of a heavier specific gravity, is naphtha, and the next heavier is benzin, the last and heaviest being kerosene.

The specific gravity of these liquids is ordinarily taken with a Baumé hydrometer for liquids lighter than water, or what is called a coal oil hydrometer. It is graduated from 10 degrees at bottom of the stem to 100 degrees at the upper part. The lighter the liquid the deeper the coal oil hydrometer will sink into it.

The instrument is adjusted for liquids at a temperature of 60 degrees F. To correct differences arising from a change of temperature 1 degree Baumé is added for every 10 degrees of temperature below 60 degrees F. For fluids at a temperature above 60 degrees F. 1 degree Baumé must be subtracted.

As I use considerable quantities of benzin, naphtha and gasoline in one branch of my business I have devised a simple method of distinguishing these three hydrocarbons—namely, by taking the Baumé degree standard. The following figures represent approximately standard readings:

|   |
|---|
| 60 to 69 degrees B. = benzin, usually 62 degrees.   |
| 70 to 79 degrees B. = naphtha, usually 76 degrees.  |
| 80 to 89 degrees B. = gasoline, usually 86 degrees. |

I hope that these figures will be of service to the profession, especially since most of the reference books reveal confusion as to the difference between benzin, naphtha and gasoline.

<sup>1</sup> The Pharmaceutical Journal.<sup>1</sup> Presented to the American Pharmaceutical Association, 1905.

### A MODEL PREREQUISITE LAW.<sup>1</sup>

Under a republican form of government, the greatest danger that can come to any reform is for it to acquire legislative sanction before it has received the sanction of public opinion, upon which it must depend for its continuance and enforcement.

Human institutions, both legal and of custom and opinion, are not like buildings which can be torn away and restored *de novo*; and hence changes and reforms in either, to be permanent, must be made to fit into the pre-existing structure without greatly disturbing prevailing sentiment or routine.

That the nature of the pharmacist's employment is such that public safety demands that no one should be admitted thereto without preliminary training afforded by a reputable college of pharmacy there is perhaps no difference of opinion among those who have given the subject sufficient consideration. That the college course should be preceded by a general literary education at least equivalent to a first-class high school course is likewise generally assented to. The only difference of opinion is as to the manner in which these reforms are to be brought about and the time when they shall take effect.

Instead of fixing a definite amount of preliminary literary training, the present form of prerequisite law leaves it to the pharmacy boards to adopt such a standard as may seem to them sufficient and feasible of enforcement.

That these boards will be as exacting in this respect as the circumstances of the case will warrant is fully demonstrated by current history. Given the power to enforce proper preliminary training, there is no doubt but that the boards will quite generally raise the standard to as high a point as seems to them expedient, and of this expediency the boards are in a better position to judge than any other authority.

These principles, as they are understood by the committee, have been kept in mind in the preparation of the proposed form of law which is hereby respectfully submitted.

Be it enacted by the General Assembly of the State of \_\_\_\_\_ that Section \_\_\_\_\_ (of the act regulating the Practice of Pharmacy) be amended so as to read as follows:

Section 1. In order to be licensed as a pharmacist within the meaning of this act an applicant shall be not less than 21 years of age and shall have been licensed as an assistant pharmacist for not less than two years prior to his application for license as a pharmacist, and he shall present to the Board of Pharmacy satisfactory evidence that he is a graduate of an incorporated school or college of pharmacy or a department of pharmacy of a State university which shall possess a satisfactory equipment for giving instruction in the art and science of pharmacy, and which shall enforce such requirements for admission and graduation as shall be satisfactory to the Board of Pharmacy, and that he has had four years' experience in pharmacy under the instruction of a licensed pharmacist, and he shall also pass a satisfactory examination by or under the direction of the Board of Pharmacy.

Provided, however, that the actual time of attendance at a college of pharmacy or department of pharmacy at a State university approved by the Board of Pharmacy shall be deducted from the time of experience required, but in no case shall less than two years' experience be required for registration as a licensed pharmacist.

Sec. 2. That sections \_\_\_\_\_ (of the act regulating the practice of pharmacy) be and the same are hereby repealed.

Sec. 3. This act shall take effect and be in force from and after \_\_\_\_\_.

### Pharmaceutical Etymology.

Words of pharmaceutical interest between "pennage" and "pfennig" might not be expected to be numerous, but there are in fact a considerable number dealt with in the new part of the "Historical English Dictionary." The majority of these are, however, scientific terms constructed in methodic fashion, and devoid of historic or traditional attractions. Such are the "pers" (perchloride, peroxide, persulphate, etc.), the "pents" (pentavalent, for example), and the "peris" (like perianth).

Among the words which may be said to have grown instead

of being built are, first, "pennyroyal." This is a modification of the older English form, "puliole ryale," which was imported from the Old French *pouliol*, thyme, and this was a diminutive of the Latin *pulegium*. Skeat explains *pulegium* as formed from *puleium regium*, a sovereign remedy against fleas. "Peppermint" is a word which came into use two or three centuries later than "pennyroyal." Murray's earliest quotation is from Ray, 1696, "Mentha . . . saporis fervidæ . . . piperis."

"Pepper" has a very long history. The Latin *piper* and the Greek *piperi* are traceable to the Persian *pulpul* and the Arabic *fulful*, while the Sanskrit *pippali*, applied to long pepper, takes us back to prehistoric days. The condiment and its name were evidently introduced to the Germanic races more than 15 centuries ago.

"Pepsin" was a name devised by Schwann in 1836. He took it from the Greek *pepsis*, digestion, a derivative from *peptein*, to cook. "Percolate," from *percolare*, to strain through, presents no particular history.

"Perfume" is an old Italian word meaning to spread smoke or vapor. A little note on the pronunciation tells us that in the seventeenth and eighteenth centuries, and frequently among the poets of the nineteenth century, the accent fell on the second syllable. In Shakespeare, however, there are seven "per'fumes" and three "perfu'mes."

"Pessary" is medical Latin, formed from Latin *passum*, Greek *passos*, an oval stone used in playing a game like draughts. *Pessarum* was a plug used for medical purposes, of the same shape.

"Pestle" comes through Old French and Italian from the Latin *pistillum*, diminutive of *pistus*, the supine of the verb *pinere*, to pound. The mortar and pestle are as old as civilization, and were particularly familiar to the Israelites, as several allusions in the Bible show. Wyclif (1382) translates the word which appears in our version "threshing instrument" (2 Chron. xxi:23) by "pestle." A question from Lanfranc's "Cirurgerie," 1400, is worth reproducing, it reads so familiarly: "Make clene the mortar and than lele thereon camphore. Than do therto oile and grinde hem wel togidere with the pestel."

"Petroleum," rock oil, Latinized, was known to the ancients under the names of naphtha, asphaltos and bitumen. "Petroleum" was a happily invented word of more modern times. The first use of it is found in an Exchequer account of 1348, "Domino regi de precepto suo in cameram suam apud Calais viii lb de petroleum." Edward III was the lord king, and Calais the place where he was supplied with the 8 pounds of petroleum. Apparently he indulged in the luxury of a naphtha lamp in his chamber there.—Xrayser in *Chemist and Druggist*.

### Thinking Pharmaceutically.

Think pharmaceutically is the exhortation of the President of the Western Chemists' Association. In the sense in which Mr. Rogers gave the advice it may have been sound, but as a general maxim the wisdom of the counsel is open to controversy. Thinking pharmaceutically means thinking in a groove, and it promotes that reverent contemplation of our esteemed selves which inevitably manifests itself in hopeless resolutions, impossible claims, and an Ishmaelish attitude to the world generally. No doubt people of one idea are often terrible forces in a community, but, as Carlyle's mother said, "they are gay hard to live with." Napoleon had one such among his generals, and he said of him he could not do without Vandamme, but if he had two Vandammes he should certainly shoot one of them. The modern and obviously the more agreeable way of accomplishing an aim is to try to think the thoughts and realize the prejudices of our possible adversaries. If we get no other advantage from that policy we at least learn of the currents and rocks which we had better avoid.—Xrayser in *Chemist and Druggist*.

A good cement for metal joints consists of ground white lead worked up with enough powdered red lead to bring it to the consistency of putty, boiled linseed oil being finally added.

<sup>1</sup> Report of the A. Ph. A. Committee on Form of Law Requiring Graduation from a College of Pharmacy Before Registration, presented at Atlantic City, September, 1905.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**The Cure of Warts.**—According to Mantenin an excellent method for curing warts is as follows (*Pharmazeutische Zentralhalle*, October 12, 1905): Ten grains of magnesia are given daily, and a daily application to the warts is made of the following solution: Chloral hydrate, acetic acid, each 1 part; salicylic acid and ether of each 4 parts, and collodion, 15 parts. The warts disappear within a month.

**Synthetic Balsam of Peru.**—A synthetic balsam of Peru is on the market under the name of "perugen" (*Pharmazeutische Zeitung*, 1905, page 307). It is intended to replace the natural product and is probably obtained by dissolving aromatic gum resins or viscid balsams in ethers of the aromatic series. According to Dr. Evers, the manufacturer, this artificial balsam of Peru contains 60 per cent. of cinnamoin, and when it is kept for some time it is difficult to distinguish the natural from the artificial balsam of Peru, the physical and chemical properties of both being similar.

**A New Vegetable Powder for Modifying the Bitter Taste of Quinine.**—A Russian writer, Madame Otótzkaya (*Bulletin Medical*, September 23, 1905), has contributed an interesting chapter to the question of the best means of disguising the intensely bitter taste of quinine. She recommends the powder of a plant belonging to the order of Asclepiadaceæ, known as *Gymnema Sylvestris*, which grows in India and upon the east coast of Africa. The action of this powder in destroying the taste of quinine is quite peculiar; for it does not substitute a different taste for the original flavor, but paralyzes the endings of the nerves of taste on the surface of the tongue for a very short time. This action is due to the presence of a glucoside, known as gymnemic acid, which acts when it is in an alkaline solution. The powder is used by dissolving one gramme of it in 10 grammes of water, and adding a sufficient amount of caustic potash to make the mixture markedly alkaline. The solution is then boiled in a closed vessel and strained. [This is not new, having been noticed in the *American Journal of Pharmacy* in 1876.—Ed.]

**A New Form of Ice Bag for the Neck.**—Lowenstein (*Münchener Medizinische Wochenschrift*, 1905, page 1,463) describes a new ice bag for the neck which undoubtedly will prove useful. In treating sore throat, especially in its early stages, and particularly in singers, orators, etc., when the vocal cords are affected, physicians often advise the use of cold compresses. These are not very convenient, because they must be frequently changed, and the amount of refrigeration which can be obtained by this means is somewhat doubtful. An improvement, such as the ice bag which Lowenstein has invented, is therefore welcome. The ice bag is of elongated oval shape, and is intended to extend from one angle of the jaw to the other. It is attached to the front part of the neck by means of an adjustable rubber strap, which is tied behind. A small hook is attached on one side of the ice bag, so that the patient can unhook it without lifting his head. A second elastic strap is attached to the upper edge of the ice bag, and pulls it firmly upward, when it is passed over the head of the patient. The ice bag is easily filled and is closed with a rubber ring, so as to make it completely water-tight. It is made in two sizes, for children and for adults, by Garschaden & Rothstein, of Düsseldorf.

**The Chemistry of Maizine.**—Donard and Labbé, in a report to the Academy of Sciences (November 3, 1902), gave the results of their researches on maizine, an albuminoid principle derived from corn flour. They found a method of isolating the proteid material of corn flour in a chemically pure state. For this purpose they utilized the property possessed by iso-amylic alcohol of dissolving when hot a part of the proteid material of maize. The authors took maize flour, dried it, and treated it with benzine in order to remove all the oil. They then exhausted the product with about its own weight of anhydrous amylic alcohol, precipitated the amylic solution by means of three times its volume of benzine, filtered so as to

precipitate the flocculent deposit which formed, washed this precipitate with benzine, until the benzine no longer contained any amylic alcohol, and dried at first *in vacuo*, and then in the oven at 100 degrees. Maizine, thus prepared, is a light, white powder which does not dissolve in water or in solutions of salts, but is soluble in alcohol, acetone, etc. Corn flour contains about four or four-and-one-half per cent. of maizine. From the weight of the sulphur contained in maizine the authors deduced a minimum weight of 4,000 for the molecule, which would correspond to a formula of  $C_{120}H_{200}N_{10}O_{20}S$ . Its use in coating pills for enteric solution is described elsewhere.

**The Cause of the Red Color of Cinchona Bark.**—According to Tschirch (*Schweiz. Wochenschr. f. Chem. und Pharm.*, 1905, p. 125) the red color of cinchona is due to an enzyme. The author observed that kola nuts assume a red color upon their cut surface, under ordinary conditions, but if these nuts are kept in water at 80 degrees C. for a little while, and are then cut, their cut surfaces do not turn red. Furthermore, he observed in Java, in 1889, that the bark of the cinchona tree is colorless when it is detached from the tree, but after 65 seconds it turns red. He then instituted four series of experiments for the purpose of determining the cause of this change of color. It was found that the red color does not appear under the following conditions: (1) When the cut branches are at once placed in water at 80 degrees C. for at least half an hour; (2) When the cut branches are at once placed in steam at 80 degrees C. for half an hour, and (3) when thin branches of the living plant are bent down into a vessel of water at 80 degrees C. and kept there half an hour before cutting. The bark when detached remains colorless under these conditions, even after drying in the sun. The material turns red, however, when the twigs are not placed in steam, but are heated to 80 degrees or 100 degrees in a drying oven. This result evidently depends upon the defective conduction of heat through the air. From these experiments it appears that the cause of the red color of cinchona bark is an enzyme which is destroyed by a heat of 80 degrees C. in from 15 to 30 minutes.

**Maizine.**—A new material has been recently introduced for the purpose of coating pills and capsules which are not intended to dissolve before they reach the intestine. The name of this substance is maizine, and it is intended to supplant some of the other substances hitherto recommended for the same purpose, such as gluten, salol, fats, soap, collodion, keratin, etc., none of which completely satisfy all the requirements of pills intended solely for the intestines. In a recent report presented by Vaudin, Donard and Labbé to the Association of Doctors of Pharmacy in France (*Répertoire de Pharmacie*, October 10, 1905), maizine is highly recommended as a coating agent. It is prepared from corn flour, and was first extracted by Donard and Labbé. It occurs as a white non-hygroscopic powder which shows a property that is somewhat unusual in view of the fact that it is a proteid—namely, it dissolves in alcohol. It is also soluble in acetic acid, and is dissolved but very slowly in the juice of the stomach, while intestinal juice dissolves it very rapidly. It is this difference in solubility which makes it valuable for coating capsules or pills intended for the intestine. Solutions of maizine may be prepared by dissolving from 40 to 100 parts of this substance in alcohol. Fifty per cent. solutions in acetic acid may also be prepared. These solutions are thick and viscid, and thin and pliable coats can be prepared by means of them. By evaporating the solutions of this substance wafers can be made which are very useful in closing various medicinal substances, either liquids or solids. Of course, alcohol and tinctures containing alcohol cannot be enclosed in these wafers. The pills and capsules coated with maizine keep very well, and are not changed by hot weather or moisture. It is very easy to demonstrate the fact that they do not dissolve in the stomach, by simply keeping them in a test tube containing some gastric juice, obtained by means of the stomach tube, or even some artificial gastric juice.

**White Balsam of Peru.**—Heilmann (*Archiv der Pharmacie*, 1905, page 228) reviews the literature of the investigation on balsam of Peru, and the question as to the plants from which it is derived. He describes a white balsam which he examined, and which is interesting because it contains over 25 per cent. of cinnamic acid, and is, therefore, very valuable for medical purposes. It occurred as a cloudy, syrupy fluid of a yellowish color, and a marked odor of storax. A portion of it which was insoluble in alcohol was designated as "honduresen," and melted at 130° C., containing cinnamic acid. It was not identical with the myroxocerin described by Germann in 1897. By shaking the balsam with 5 per cent. sodium carbonate solution the author obtained "honduresinol," melting at 286° C., also containing cinnamic acid and having a formula of  $C_{16}H_{20}O_4$ . By shaking the ethereal solution of the balsam with 1 per cent. potassium hydrate, he obtained a substance, probably identical with styresonal (Tschirch) containing a great deal of cinnamic acid and resino-tannol, and having a formula of  $C_{20}H_{28}O_{10}$ . By distilling with steam an essential oil was obtained in which a terpene and a phenyl-propyl-alcohol could be demonstrated. The residue of the distillation contained cinnamic alcohol and phenyl-propyl-alcohol, which showed that the balsam could not be derived from the fruits of *Toluifera Pereira*, and therefore could not have been obtained by incising the stem of this plant. The balsam is also in several respects different from storax. Its employment in medicine should be of advantage, as it does not stain as does the dark balsam. Another white balsam of Peru from Honduras was examined (Tschirch), and by comparing it with true balsam Peru it was shown that the new balsam had nothing in common with the fruits of *Myroxylon Pereira*. It belongs rather to the storax balsams, and in addition to free cinnamic acid it contains a free resin ester of cinnamic acid and a colorless solid resin-alcohol, similar to storesinol, as well as a mixture of fluid resin esters of cinnamic acid with alcohols—(*Pharmazeutische Zentralhalle*, October 12, 1905.)

#### Are Codliver Oils That Become Cloudy Adulterated?

—Every pharmacist knows how codliver oil becomes cloudy at times without discoverable cause, and often the suspicion arises that some adulteration has been practised. The public is accustomed to buying a clear, limpid codliver oil and to regard these characteristics as signs of purity. Whether this is justified scientifically or not is a question recently discussed by Moreau and Bietrix (*Union Pharmaceutique*, September, 1905). These authors procured some genuine codliver oil from Bergen and from Dunkirk, whence come the best codliver oils sold in France. They investigated the exact way in which the samples which they purchased were obtained, and the exact methods which the oil underwent before being marketed. From the results of their investigations they concluded that the oils which they examined could be divided into two categories. First, oils that had been clarified, and second, oils that did not become clouded at a temperature of zero Centigrade. The natural oil, such as comes directly from the liver, is not clarified, is opalescent and contains some solid fatty material in suspension. In winter this oil becomes clouded, as the low temperature solidifies some of the fatty matter. The oil which does not cloud at zero is oil which has been allowed to stand during the winter and then drawn off. Usually this oil has been allowed to undergo a temperature of less than zero, and is then filtered, so as to remove any fatty material with relatively high melting point. When this oil is cooled it does not cloud any longer. According to the information obtained by the French authors named the white oil, which is obtained by pressing the livers in barrels, does not become clouded at 0° C., while the oil which is obtained by the steaming process becomes clouded at this temperature or even above it. The higher the temperature at which the oil is obtained the greater its tendency to become clouded, the best temperature for manufacturing being sixty degrees. As the method of manufacture of these oils varies in different regions, the composition of the oil naturally differs according to its source. The question now is, Does this congelation of the oil modify its composition, by re-

moving useful constituents, such as, for example, the iodides? In order to determine this question the authors took two samples of oil, one of which was not clarified and the other rendered unfreezable at zero. They filtered the non-clarified oil through filter paper and obtained a limpid, clear oil, having a normal taste and odor which did not cloud at zero. A part of this oil was frozen in a mixture of salt and ice and gave an abundant precipitate. This sample was again filtered, and the filtrate was tried in the same way as the other samples. The authors found, first, that all three varieties of oil, the non-clarified, the filtered and frozen, gave the same reactions with the tests recommended by the future edition of the Codex. The iodine figure for all three oils was practically identical. On the other hand, the non-clarified oil gave a greater proportion of fatty acid than the frozen oil. The iodine indexes exceeded the limits fixed by the future Codex, and therefore these limits should be increased. The frozen oil, which loses its solid fatty material when cooled, is very rich in oleic acid and yet does not show a higher iodine-index than the non-clarified oil. It is possible, however, that the iodine-index, being taken in only 0.25 gramme of oil cannot show a considerable difference in such a small quantity.

#### Incompatibilities of Some of the Quinine Alkaloids.—A.

B. Lyons (*Pharmaceutical Review* Vol. 22, p. 365) brings out some facts interesting to pharmacists who prepare pharmaceutical compounds into which enter the alkaloids of cinchona and some of its salts. Not long ago attention was called to the incompatibility between quinine sulphate and ammonium acetate, and the author mentioned a number of experiments with a view of studying this incompatibility.

He dissolved 1 gramme of quinine sulphate in 50 Cc. of water, to which were added 2½ Cc. of sulphuric acid (5 per cent). In the same manner he prepared solutions of quinidine, of cinchonidine and of cinchonine. To these solutions he added various salts, such as ammonium acetate, ammonium citrate, sodium salicylate, benzoate, borate, etc. In each case the amount of salt added was known. He then observed what occurred when the alkaloidal solution was precipitated by the addition of these salts. The results which he obtained with two of these salts, ammonium acetate and ammonium citrate, which are used in the preparation of elixirs containing the salts of quinine and phosphorus, or iron, are of considerable interest to the practical pharmacist.

**Ammonium Acetate.**—When 1 Cc. of a concentrated solution of ammonium acetate is added to the same amount of a solution of quinine sulphate, almost immediately some crystals will be formed. When the ammonium acetate is diluted the same result occurs. The precipitate is dissolved rapidly in alcohol. On adding equal parts of ammonium acetate to a solution of cinchonidine sulphate, very few crystals appear, and then only after shaking vigorously, but the crystals appear more rapidly when more of the ammoniacal solution is added. No precipitate occurs, however, when ammonium acetate is added to a solution of quinidine or cinchonidine sulphate. It will be seen from this how important these observations are when, for some reason or another, a pharmacist wishes to replace sodium citrate by ammonium acetate in preparing elixirs containing iron phosphate or pyrophosphate. In these preparations there is no danger of precipitating the quinine on account of the presence of alcohol.

**Ammonium Citrate.**—A 10 per cent. solution of ammonium citrate containing a slight excess of acid was used, and equal parts of this were added to a solution of quinine sulphate after diluting the ammoniacal fluid with a variable quantity of water. When 1 Cc. of water was added an abundant precipitate was formed, which was only partly dissolved by 1 Cc. of alcohol, and was dissolved by an excess of the latter. When 3 Cc. of water was added to the combination the precipitate was formed more slowly, and when 5 Cc. was added the precipitate formed only after shaking, and was dispelled by the addition of alcohol. Finally, with 8 Cc. of water no more crystals appeared, even after shaking.



## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**The Responsibility of Principals for the Acts of Their Agents.**—L. C. B. propounds the following interesting query:

"Can I hold a firm for goods sold to me by their regular salesman, providing I have a witness to the transaction and tender the house the full cash payment in advance? What is the usual course followed by respectable houses?"

In our opinion a sale by an agent is not complete until the order has been accepted by the firm which has the goods for sale. The usual course followed by respectable houses is to honor the acts of their representatives, where such acts are not incompatible with the policy of the firm or with certain trade regulations in force at the time. Not knowing all the circumstances connected with the particular case cited we can only reply in this way.

**Elixir of Terpin Hydrate and Heroin.**—P. M. M. writes: "Would you kindly publish in your next issue a good formula for elixir terpin hydrate and heroin, each fluid drachm to contain 1 grain of the terpin hydrate and 1-24 grain of heroin."

By modifying the formula for elixir of terpin hydrate proposed by the Committee on National Formulary of the American Pharmaceutical Association, at the Philadelphia meeting in 1902, our correspondent will be able to produce a satisfactory elixir of the kind named by him. First make an elixir of terpin hydrate composed of the following:

### *Elixir of Terpin Hydrate.*

|  |              |
|--|--------------|
| Terpin hydrate (powdered).....         | grains 128   |
| Oil of sweet orange.....               | fl. drachm ½ |
| Glycerin .....                         | fl. oz. 10   |
| Alcohol, a sufficient quantity to make |              |
|  | fl. oz. 16   |

Dissolve the terpin hydrate in the glycerin with the aid of gentle heat, and when cold add 5 fluid ounces of alcohol. Dissolve the oil of sweet orange in ½ fluid ounce of alcohol, and mix with the solution of terpin hydrate, glycerin and alcohol, and pass through a plug of cotton placed in the neck of a funnel. Return the first portion until it comes through clear. Lastly, add enough alcohol to make 16 fluid ounces. Each fluid drachm represents 1 grain of terpin hydrate.

### *Elixir of Terpin Hydrate and Heroin.*

Heroin .....grains 5 1-3

Hydrochloric acid, dilute, a sufficient quantity to dissolve the heroin.

Elixir of terpin hydrate (modified), a sufficient quantity to make.....fl. oz. 16

Dissolve the heroin in the dilute hydrochloric acid, and add enough elixir of terpin hydrate to make 16 fluid ounces.

Each fluid drachm represents about 1 grain of terpin hydrate and 1.24 grain of heroin.

**One in One Solution of Sodium Phosphate.**—A. L. D. asks how he can make a 100 per cent. solution of sodium phosphate.

A solution of this kind is now official in the United States Pharmacopœia, it being made according to a formula which has been printed more than once in the AMERICAN DRUGGIST. The formula will be found at page 272, under the title *Liquor Sodii Phosphatis Compositus*.

A simpler formula, recommended by the Committee on National Formulary of the American Pharmaceutical Association, is the following:

|                                   |          |
|-----------------------------------|----------|
| Sodium phosphate in crystals..... | Gm. 100  |
| Citric acid .....                 | Gm. 23.4 |
| To make .....                     | Cc. 100  |

Triturate them together in a warm mortar until a liquid is obtained.

**Violet Perfume Tablets.**—W. M. F. writes: "Would you please furnish formulas for violet perfume tablets that will give out a lasting perfume."

We cannot place a formula for tablets of this kind, but their manufacture should not present any special difficulty. Powdered orris root would make a good vehicle for the violet perfume, and cherry gum or some similar adhesive agent might be used to form the tablet. If W. M. F. will write to one of the larger manufacturing houses stating his requirements we feel confident that he will experience no difficulty in obtaining what he desires.

**Mouth-Wash Tablets.**—I. McC. wishes to know how he may make a tablet which can be used for the extemporaneous preparation of an antiseptic mouth wash.

The composition of the tablets which are sold under the name "mouth-wash tablets" resembles the following:

|                                     |          |
|-------------------------------------|----------|
| Helliotropin .....                  | Gm. 0.01 |
| Saccharin .....                     | Gm. 0.01 |
| Salicylic acid .....                | Gm. 0.10 |
| Menthol .....                       | Gm. 1    |
| Milk sugar .....                    | Gm. 5    |
| Alcohol, scented with rose oil..... | q. s.    |

Sufficient alcohol is used to make a mass which is divided into 100 tablets. The mass may be colored red with eosine dye, green with chlorophyll, or blue with indigo carmin.

**Perfume Tablets.**—W. M. F.—As a cosmetic specialty for the winter months scented paraffin tablets are suggested. Paraffin is melted on a water bath and mixed with any desired portion of perfume, the whole being then cast into molds, and the tablets employed either as an application to chapped surfaces or by placing them in the clothes drawer in the same way as sachet powder. The following formulas are suggested:

### I.

|                    |         |
|--------------------|---------|
| Lavender oil ..... | Gm. 7   |
| Clove oil .....    | Gm. 3   |
| Geranium oil ..... | Gm. 1   |
| Bergamot oil ..... | Gm. 7   |
| Vanillin .....     | Gm. 0.5 |
| Paraffin .....     | Gm. 125 |

### II.

|                    |          |
|--------------------|----------|
| Neroli oil .....   | Gm. 8    |
| Geranium oil ..... | Gm. 3    |
| Lavender oil ..... | Gm. 3    |
| Bergamot oil ..... | Gm. 7    |
| Clove oil .....    | Gm. 0.25 |
| Helliotropin ..... | Gm. 1    |
| Glycerin .....     | Gm. 8    |
| Paraffin .....     | Gm. 250  |

### III.

|                       |         |
|-----------------------|---------|
| Ylang-Ylang oil ..... | Gm. 7   |
| Cumarin .....         | Gm. 1   |
| Essence of musk.....  | Gm. 1   |
| Clove oil .....       | Gm. 8   |
| Sandalwood oil .....  | Gm. 2   |
| Glycerin .....        | Gm. 3   |
| Paraffin .....        | Gm. 125 |

**Sponge Bleaching Process.**—D. G.—The sponges to be bleached are first to be deprived of their sand and other obvious impurities or damaged portions by beating, washing or trimming, and then soaked in a 1 per cent. solution of potassium permanganate for about 15 minutes. They are then removed and washed with water until the latter runs off colorless. The sponges are next placed in a solution of sodium thiosulphate containing 1 troy ounce to the pint. To this solution is added hydrochloric acid in the proportion of 1 fluid ounce of acid diluted with 4 fluid ounces of water for every pint of the last mentioned solution. The sponges are macerated in this liquid for about 15 minutes or until sufficiently bleached. They are then removed and washed thoroughly with water.

Another method of bleaching sponges calls for the use of two solutions, as follows:

### I.

|                              |           |
|------------------------------|-----------|
| Potassium permanganate ..... | part 1    |
| Water .....                  | parts 100 |

## II.

Sodium sulphite crystals.....part 1  
Water .....parts 100

The sponges are placed in the first solution for one hour, then well wrung and transferred to the second, to which is then added:

Common hydrochloric acid.....parts 2½

The sponges quickly become bleached on soaking and then wringing them out several times.

They are then at once washed out with warm water and placed in a ½ per cent. solution of sodium thiosulphate to remove any traces of acid. Alkali must not be used for this purpose, as the sponges are liable to become brown.

### Correspondence.

#### The Restriction Regarding the Publication of Comments on : the Pharmacopœia.

To the Editor:

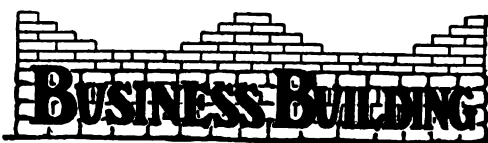
Sir,—Since it was at my request that the Board of Trustees of the United States Pharmacopœia issued the statement that has been printed in most of the pharmaceutical journals regarding the date when it was permissible to publish works making use of the text of the United States Pharmacopœia, and since that statement has excited considerable discussion, it seems proper that I should state publicly the circumstances which led to that action.

It was the original expectation of the authors and publishers of the National Standard Dispensatory that, according to the previously invariable rule, commentaries on the United States Pharmacopœia could be published simultaneously with it. The last Pharmacopœial convention re-elected to its presidency one of the authors of a Dispensatory which has regularly followed this course, and the Committee of Revision elected as its chairman his associate author. This is presumptive evidence that these bodies approved of the procedure referred to, and no author or publisher could fail so to assume. Nevertheless, when the Board of Trustees adopted a resolution that declared it to be their opinion that members of the Committee of Revision could not honorably publish their books until after the Pharmacopœia had become official, our plan was changed so as to conform to this opinion. This action was entirely voluntary, as our publishers were already in possession of a contract regularly purchased from the Board of Trustees entitling them to the use of the Pharmacopœia text in the customary way and with no stipulation as to any delay in publication. There is no law or rule of business which can compel a change in the terms of a contract duly executed. Our publishers voluntarily agreed to conform with the wish of the board for a delay, regardless of their obvious interests.

In due time the chairman of the Revision Committee issued the following notice to publishers interested: "The Board of Trustees has taken action upon the subject of furnishing information concerning the text of the Pharmacopœia, and this advance copy is sent you with the understanding that your publication using part of the text of the book shall not be placed on sale before September 1, 1905, the time officially set for the Pharmacopœia to go into effect."

A few days previous to the meeting of the American Pharmaceutical Association at Atlantic City, the *Pharmaceutical Era* published an editorial statement that it had been informed by a member of the Revision Committee that the dispensatories could not be published until ninety days after the Pharmacopœia had become official. At the Atlantic City meeting this statement in the *Era* was industriously used to prevent sales of the National Standard Dispensatory. Professor Caspari and myself therefore appeared before a meeting of the United States Pharmacopœia Board, then in session, and asked for a statement of the facts. This board assured us that our publishers and ourselves had fulfilled all legal and honorable obligations to the Pharmacopœia, and they resolved to publish their previous resolution in order to make this fact known.

H. H. RUSBY.



*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.*

#### PROFIT IS MADE IN BUYING, NOT IN SELLING, GOODS:¹

By W. C. ALPERS, Sc.D.,  
New York.

The low selling price of many commodities generally sold in pharmacies has become such a universal evil that it may justly be said that at least 99 per cent. of all pharmacists suffer more or less from this deplorable state of affairs. It is natural, therefore, that such an evil should be considered, not only by the individual, but also jointly by pharmaceutical associations, whether local or national, and that the best talent in our profession should have worked for years to find satisfactory remedies.

In most of the arguments touching on this subject we find a tendency to attribute mischievous and wicked motives to those who sell at remarkably low prices, and it is often stated that pharmaceutical goods are especially selected and sold at cost, or even less, for the purpose of using them as catching advertisements and thereby deceiving the public. Now, while it may be true that once in while such a mischievous motive exists, induced very often by abusive attacks on this method of conducting a business, it is yet by no means the rule. A sane business man, particularly one who has charge of large concerns and must give account of large invested capital, is not guided in his doings by smallness, meanness or narrowness. He is subject to the same general influences of the tendencies of trade, and being generally a sharp, keen observer he discovers in advance where a successful move of this kind can be made, and he is not willing to risk his reputation or position for the sake of spiting his neighbor.

It would seem at first sight that efforts on our part to combat the large dealer were hopeless, even admitting that his influence ought to be combatted. An evolution of such magnitude and universality cannot work mischief alone. The common sense of mankind would revolt against it, and it would have been crushed out long ago if it had not its beneficent sides. It has always been my opinion—in fact, one of the principles of my business life—to study those more successful than myself, with a view to discover the reason why they succeed where I fail, and to see if my failure and their success cannot teach me a lesson. If my competitor is more successful than I am it does not appeal to my good judgment or common sense to say that his methods are wrong and mine are right. Success in business is not a theory, but a fact, and is not accomplished by chance. If the correctness of these ideas is admitted we can learn at least one good lesson from our larger competitors—a lesson which, it seems to me, has been steadily ignored in the gigantic efforts to better our condition.

There are probably several reasons why large dealers are able to sell goods at lower prices than the smaller retailers. Let me point out only one of them: It is that they buy cheaper than we do, and, buying cheaper, they can sell cheaper. One of the steps of the commercial evolution of modern times has been the gradual reduction in the number

¹ Read in the Commercial Section of the American Pharmaceutical Association at Atlantic City, September, 1905.

of middlemen that stand between the manufacturer and the public. The oftener goods are handled and passed from one business to another the higher their price must naturally be, and the direct transmission of merchandise from the producer to the consumer is one of the leading principles of large dealers. It therefore seems that we should heed this lesson and pay more attention to the buying of goods. So long as we pay prices for goods which are as high as those for which our large competitors can sell them with a good round profit we cannot expect to compete with them. There is no one article in the world, and never will be, that cannot be bought to greater advantage if bought in large quantities. Trade discounts and cash discounts are not benefits that are granted the buyer; they are the positive and just right of the buyer, which he can and will demand.

The final success in all economic matters depends on the continued reproduction of labor; so capital, small or large, which is only accumulated labor, must again be productive and its power and investment must be recognized by those who wish to obtain it. This is the fundamental principle of all trading, and will remain its fundamental principle, because without its recognition the very impetus of invested capital is taken away, and dullness and stagnation will be the result. In this direction, then, our efforts should be led. Instead of buying small quantities of goods twelve or twenty times a year a large quantity should be bought at one time. A strict record of all purchases should be kept by means of stock cards, which I have repeatedly described and recommended in this association. A record of all prices for years back should be at the pharmacist's disposal at a glance, and in this way a proper measure of the various purchases obtained.

It will, of course, be said at once that in order to carry this out in all details would require a larger capital than the average pharmacist has at his disposal. This is certainly true, but the first answer to this will be that hundreds of pharmacies in this country have been started, and are starting every day, that from a commercial standpoint have no right to exist. We all know that, again and again, without the capacity of conducting business successfully, young men will start in business with almost no capital, induced by agents of wholesale houses who are willing to run the risk of long credits and doubtful returns. These young men must, of course, pay the highest prices for every article that they buy, and they start under an enormous load of unpaid bills, far in excess of the reasonable allowance for the size of their business. Their calculations of the cost of goods and the profits they must make are wrong from the beginning, and often remain so until they break down, or throughout their whole lives. They take away just enough business from established stores to also ruin the latter's prosperity, without being able to show in the least any benefit to themselves or the public.

These words may be hard and appear heartless, but they are true and according to facts. One of the objects of united efforts in this direction should therefore be to induce jobbers and wholesalers not to accept orders from beginners or new stores unless the whole first purchase is paid for in cash. Such an arrangement would in the course of some years be of enormous advantage, not only to the profession but to the retailer now in business, to the public in general and principally to those deluded young men who, in an outburst of misdirected enthusiasm, waste their energy and are more miserable as proprietors than they were as clerks.

Coming back to the buying prices of goods where individual capital for large purchases is lacking, a remedy of the evil conditions consists in a combination of a number of druggists in each city for the purpose of buying jointly. Just as a large department store is to some extent a combination of many smaller businesses who all buy jointly and all share the advantage of such buying, so in every city where the number of druggists is less than 200 a club can be formed and successfully maintained. In large cities there is of course room for more than one club. Wherever such clubs or organizations have been formed they have been successful. With an investment of \$200 from each member a considerable capital can be invested, and it is a fact that in some cases the

invested capital has been turned over more than twelve times in one year. The management of such an organization does not amount to more than 3 per cent. in small cities; this is little more than the cash discount that can be obtained in most instances, so that the full trade discount, which is never less than 10 per cent., and runs up to 25 per cent. in some goods, will accrue to the benefit of the stockholders.

The goods selected should be, of course, such as are the best sellers in the respective vicinities, beginning with the leading patents, extending to chemicals, where the possible profit is very large, taking in rubber goods, such as atomizers, syringes, etc., the manufacturers of which grant enormous jobbing profits, and thus going through the whole line. Even glassware might be bought jointly at a remarkably lower price than each dealer pays now for the same.

An organization of this kind in each city would exert a very beneficial influence on trade in general. The relations of druggists to each other would become much more harmonious and satisfactory than they are now; they would be tied together by the strongest tie, that of personal interest, and small jealousy and envy would be eliminated much quicker than by other methods. There could even exist a combination of such clubs in a whole county or State, and the great amount of benefit and blessing that could be derived from them is incalculable.

In advocating this method I do not wish it to be understood that I personally advocate low prices. Since the beginning of my business career I have advocated high prices, not only in agitation and words but in fact. But I believe that wherever there is a benefit to be derived in business life it should be taken advantage of and those who may be less fortunately situated than I am and are compelled to yield to the public demand of low prices can by this system recover some of their profits and continue their business in comfortable ease. Nor do I wish to say that this is a universal remedy for existing evils; it is only one of the points that should be earnestly considered by every progressive druggist and the execution of which should be made one of the leading objects of united efforts.

I will never forget the words of one of the most successful business men of this country whose methods I once had the privilege of observing. I expressed my surprise at the small profits he derived, and he replied: "There is no profit in selling goods; the profit is made in buying them."

Let us heed this lesson and act accordingly.

#### METROPOLITAN WINDOW DISPLAYS.

The Hegeman Corporation, at its main store, on lower Broadway, has had some very unique and interesting window displays during the past week or two. One was a "drive" on whisky. The bottles were artistically arranged among sheaves of rye. The rich red color of the liquor in the bottles made a very pleasing contrast with the straw color of the sheaves. The latter were meant to emphasize the fact that the rye whisky handled by the firm was pure and genuine. Last week the same firm devoted its entire north window to a display of glycerin soap, three cakes in a box, which were offered at 10 cents a box. The boxes were neatly arranged on the floor of the window and on raised platforms, with banks of the boxes in either corner of the window to the rear. The boxes were green and red and made a very striking exhibit that attracted the notice of passersby. The south window was given up to a display of a special cough remedy made by the firm. The buff color of the wrappers blended very nicely with the dark maroon covering of the floor of the window. The bottles—25 and 50 cent sizes—were symmetrically arranged in groups and on raised platforms. In the center of the window was a large placard with the inscription: "To cough or not to cough is a question of vital importance to all. Tolu and Liverwort Expectorant will answer the question promptly and safely," etc.

The store of J. Milhau's Son, on lower Broadway, has very little window display space, but the available space in the

south window was taken up last week with a display of fine bath towels, which were offered at 25 cents each.

There is a growing tendency among some proprietors of pharmacies to depart entirely from the line of goods one usually expects to find in a drug store in their window displays. A notable instance of this was the exhibit last week in the window of J. N. Hegeman & Co., Park row, where pocket electric lights and similar electric novelties were shown. It might be added in this connection that Milhau's window recently contained a rare painting by one of the old masters, which attracted a good deal of attention.

#### A DEPARTURE.

One of the most interesting departures from the usual run of window exhibitions was that seen in the Broadway window of the Alpers pharmacy, at Thirty-first street and Broadway. It was a display of crude drugs and chemicals. A card bore the inscription: "An exhibit of the high-class and pure drugs and chemicals used in this pharmacy in the prescription department." The articles shown included the following: Rolls of sarsaparilla root; a box of peeled colocynth apples; four bundles of extra fine vanilla beans, grown in Mexico and specially selected for the store's soda water trade; a large copper container of rose water, imported from Duval Frères, Grasse, through Lehn & Fink; a tray full of genuine Spanish flies (which attracted especial attention because of their iridescent colors), to be used in making hair tonics; a fine specimen of Cape aloes done up in the original monkey skin package in the form in which they are imported and tied with cords made from monkey skins; a large ball of opium as it was imported from Turkey and very valuable; jars of lavender flowers, bleached Jamaica ginger root and arnica flowers, and a large block of gum benzoin. One of the principal features of the display was a jar of cocaine hydrochloride, valued at \$250. Then there were specimens of Ceylon cinnamon, calamus root (sweet flag), Calisaya bark, labeled as the source of quinine, and a large piece of bryonia root. All of the samples were of the highest quality and the display attracted a great deal of attention.

The Alpers Pharmacy, at Thirty-first street and Broadway, had another unusual display last week. This time it consisted of an exhibit of powerful poisons, the chemicals shown, it was announced on a card, being sufficient to kill more than 40,000 persons if properly divided and administered. The display included morphine sulphate in cubes, potassium cyanide in lumps, a vial of gelseminine, a small tube of digitoxin, and bottles of strychnine, atropine, corrosive sublimate, potassium permanganate, potassium ferrocyanide and others. Judging from the interest shown by the public, the exhibit was a decided success.

#### A VARIED DISPLAY.

It would be hard to find a drug store window that contains a greater variety of drugs and sundries than that of Reid, Yeoman & Cubit's Nassau street store. Special preparations, toilet articles, candles and bonbons, cigars, brushes and combs, bath requisites, hand brushes, manicure sets, nail files, liquors, chamois skins, razors and shaving sets are a few of the articles shown, all with prices plainly marked and calling attention to exceptional values. A feature of the display last week was a fine safety razor set offered as a prize to the first person guessing the correct number of cakes of shaving soap in a pile of these at the base of the pedestal on which the razor set stood. The guessing contest was open to any one, without the usual requirement in such contests of having to purchase a certain amount in order to be entitled to a guess. Some two hundred guesses were made, the lucky number being 275. One of the most conspicuous features of this window is the display of souvenir and comic postal cards which are hung up in strings on the front window. At all times during the day a crowd may be seen in front of this window studying these cards and the array of novelties and sundries shown. The window is too crowded for the ordinary drug store window, but this firm has an exceptional location and the display is of the kind that evidently appeals most to the thousands of people who pass through that thoroughfare.

Clipped from Current Advertising.

## One of "MY LONG SUITS"

Is making suppositories. If there is one thing that I do pride myself in it is making suppositories. I never use a machine nor a mold nor the hollow coca butter capsules (unless same are signified). A suppository made here will be found to have the ingredients thoroughly and evenly incorporated with the butter so that immediately upon insertion canal will receive medication. No having to wait for an outer capsule to melt, nor contending with a machine made suppository that is pressed so hard that you couldn't break it with an axe.

I don't have to use ice in summer time, nor heat any time—it's all in knowing how.

**D. G. KILBURN, Druggist, 10th and Maine Streets.**

Let me have some blanks made for you.

#### A Good "Professional" Ad.

The Right Sort of Advertising for Building Up Prescription Trade. Process details, working methods, dispensing and business systems, interest the doctor and his patient—and every one else, even those who never saw the word "suppository" before. The original of this ad. was printed on the left half of the smooth side of a coated blotter about 3½ x 7 inches. The right half blank, for address and stamp, so that it can be used as a mail card.

## AN ETHICAL PHASE OF DRUG BUYING

New York, Sept. 15, 1904.

DEAR DOCTOR: The proposition that physicians are interested in drug buying is one which we would not advance, although the subject is one in which the integrity of prescription work is necessarily involved; but the competitive methods employed by manufacturers to install and secure preference for individual brands may not be without interest.

A quarter of a century ago there were few manufacturers who commanded the confidence of physicians, and it was the fashion for enterprising pharmacists to boast of carrying "entire lines" of the products of these favored makers.

The conditions which then justified this method of stock-building have changed; but the boast is still heard, at times, for it has now become a favorite device of the manufacturers to "control the trade" of a druggist by offering special discounts on large assortments purchased in one lot or within a stated time—the inducement being larger, proportionately, as a brand is unpreferred or less frequently specified in prescriptions.

The trade of the druggist may in this way be "controlled" for a time, because the quantity to be

considered, in most cases, constitutes an overstock, the most serious feature of which lies in the fact that advance stocks favoring individual manufacturers tend to make compliance with specifications impracticable and mark an easy, down-grade course to substitution. Overstock also implies deterioration.

The ideal stock of the dispenser, at the present time, is eclectic and comprises the best products of the various makers.

It is built up on the consensus of the prescription demand rather than from the manufacturers' standpoint.

The purpose of this leaflet is to state that we endeavor to maintain a clean, practicable stock—not larger than our output requires; to anticipate future requirements along lines that are engaging the attention of prescribers, and to avoid such extreme anxiety for discounts as may lead to the necessity for serving time in the interests of individual manufacturers.

We would be pleased to have you subject the workings of our methods of stock-building to any proper test in your emergencies, and meantime, we remain,

Yours very truly,

P. B. KNAPP & SONS.

Telephone No. 4914 Spring.

Compliments of Knapp's Drug Store, 362 and 364 Hudson street, Corner of King street, New York. Established 1839.

#### More Good Circular-Letter Advertising from Knapp & Sons.

KNAPP'S DRUG STORE,  
362 and 364 Hudson street,  
corner of King street,  
NEW YORK.

Established 1839.

August 15, 1904.

DEAR DOCTOR: The combination of Salol and Castor Oil appears to be winning recognition rapidly from physicians as an intestinal antiseptic—for dysentery and other prevalent disorders of the intestinal tract—but has not yet been generally introduced by pharmacists in presentable form.

We supply this remedy in the form of soft, elastic capsules, presenting 5 grains of Salol and 5 minims of Castor Oil in each capsule, which we shall be glad to deliver to your patients as occasion requires. The formula may be conveniently designated as "SALOLICOL."

Awaiting your commands, we are,

Yours very truly,

P. B. KNAPP & SONS.

Telephone 4914 Spring.

## LOOK OUT FOR THIS MAN!

## Asks Druggists to Cash Draft—Some of the Trade Taken in.

Members of the local wholesale drug trade were favored a short time ago with a call from a very smooth individual who gave his name as Albert Kahn. Every firm that he visited heard about the same story of how he had been away on a vacation in the mountains and had run a little short of ready cash, how he had written to his company down South for a remittance, and pending its arrival he wished to have a draft cashed. It was a very embarrassing position, but of course it was only temporary. He pretended to have friends among the drug trade who would readily help him out of his difficulty. His story was meant to touch the sympathy of his hearers, incidentally their pocketbooks, and his scheme succeeded partly. Be it said to their credit, however, local druggists, so far as has been learned, were not badly bitten this time. A. C. Stallman, of the Stallman & Fulton Co., gives the following account of Kahn and his operations:

"Albert Kahn first called at this office during my absence in the morning about one month ago, representing himself to my brother, F. L. Stallman, as an old friend of mine, and stating that he had spent a few weeks in the mountains, had spent more money than he should have, and was temporarily short of funds; he said he was connected with the Richardson Drug Company, of Greensboro, N. C., which firm has since changed its name to the Justice Drug Company, but of which change he apparently was not aware. He said he had written to that firm for a remittance, and in the interim pending its arrival he wanted a draft on the above house cashed for \$15. My brother requested him to wait a few minutes until my return to the office, and after waiting but a very few minutes he told Mr. Diamond that he had no time to wait and would have the draft cashed at McKesson & Robbins without any trouble. A few days later he called on Ungerer & Co., representing there that he was a friend of mine and giving the same story as above stated; he even went so far as to suggest to Mr. Ungerer that he send a telegram to Greensboro to ascertain if it were not all right. Mr. Ungerer's suspicions were immediately aroused when he said he was a friend of mine, and he thought it very strange that he did not come here to get money from me. Mr. Ungerer then handed him a telegraph blank and also called a messenger boy, who came in due course. When Kahn saw that he was cornered he tore up the telegram and again declared he would get the draft cashed at McKesson & Robbins, where there would be no questions asked. On Saturday he called on E. J. Barry with the same story late in the afternoon, knowing that we closed at 1 o'clock on Saturdays, and he suggested to Mr. Barry that he call me up on the 'phone. So far as I can learn he has not succeeded in getting any money, and as he is evidently a fraud he should be exposed. I have never seen the man, but from various descriptions, all of which seem to tally, he is of middle height, of dark complexion, well dressed and very bold."

It is understood that this Mr. "Kahn" called at the local offices of Parke, Davis & Co., where he told substantially the same story and succeeded in getting a modest sum to tide him over his temporary financial embarrassment.

## The Indiana Board of Pharmacy.

At the last meeting of the Indiana Board, held October 11, the following candidates were registered as pharmacists:

Paul Grace, Mt. Vernon; W. P. Johnson, Greenfield; Jno. E. Stevens, Cynthiana; Otto Hironimus, Mt. Vernon; B. J. Winger, Williamsport; E. D. Turner, Indianapolis; Everett Denton, Winslow; H. D. Stappenbeck, Valparaiso; J. D. Malcolm, Evansville; C. B. McDonough, Lafayette; F. R. Rigrish, Evansville, and William Durkes, Indianapolis.

Assistant certificates were issued to:

Louis Harth, Chicago; L. L. Shull, Greentown; R. E. Sherman, Brookston; L. B. Wakeman, North Judson; T. W. Morgan, Bluffton; J. V. Riesbeck, Greenfield; P. J. W. Koellinger, Ft. Wayne; L. R. Foltz, Indianapolis; F. W. Martineau, Indianapolis, and A. R. York, Cloverdale.

## THE RETAIL DRUGGISTS' SYNDICATE.

Incorporated Under Name American Druggists' Syndicate.

The American Druggists' Syndicate, which has been in process of formation for several months past, has been formally organized. On November 2 the syndicate was incorporated under the laws of Rhode Island with a capital stock of \$200,000, the subscribers to this stock being exclusively retail druggists. The membership includes 1,000 retail druggists and covers every State in the Union. The organizer was Charles H. Goddard, formerly of San Francisco. The headquarters of the company will be in this city, and are now located, temporarily at least, in the Metropolitan Life Building, corner of Madison avenue and Twenty-third street.

The capital stock, which is all treasury stock, fully paid and nonassessable, is divided into 20,000 shares of the par value of \$10 each. The members agreed to purchase one share of stock each at \$10 a share every month for nine months, provided it becomes necessary to do so in order to conduct the enterprise profitably. Mr. Goddard, it is understood, holds 1,000 shares of stock as compensation for securing copyrights, services and in consideration of his advancing all the cash necessary to meet the expenses of organizing the syndicate. As soon as payments from the members are no longer necessary a stock dividend, according to the prospectus put out while the syndicate was being formed, will be declared, distributing without further cost all the remaining shares in the treasury among those shareholders who have complied with the terms of their agreement.

The members selected the following representative dealers to serve as directors for the first year:

George Ramsay, the vice-president and general manager of the Hegeman Corporation; J. Jungmann, owning three of the largest stores in the city of New York; R. Scherick, president of the Scherick Drug Company; Ewen McIntyre, jr., one of the oldest druggists on Sixth avenue; E. F. Ennis, general manager of the Milhau Pharmacy; A. E. Cosden, of the W. B. Riker & Sons Company; George Hackenberger, general manager of the Miner Drug Company; I. Cohen, proprietor of the Reading Terminal Pharmacy, of Philadelphia; Charles A. Godman, the head of the Standard Drug Company, owning four of the largest drug stores in Cleveland; Herman Brunke, with two stores in Cincinnati; E. L. Weston, of Weston & Cook, Syracuse; Dr. C. S. Roberts, C. H. Goddard and George W. Luft, secretary of the Utah Retail Druggists' Association.

These directors met at the Park Avenue Hotel on November 2 and organized by the election of the following officers: George Ramsey, president; R. Scherick, first vice-president; E. F. Ennis, second vice-president; I. Cohen, third vice-president; J. Jungmann, treasurer, and C. H. Goddard, secretary. The organization was completed by the election of a Finance and Auditing Committee and an Executive Committee.

The members of the Finance and Auditing Committee are E. L. Weston, Ewen McIntyre, jr., George Hackenberger, Charles A. Godman, Herman Brunke and George W. Luft. The Executive Committee consists of three members: J. Jungmann, C. H. Goddard and C. S. Roberts.

The directors were in session all day, outlining a general policy for the management.

Whatever apprehensions may have existed as to the new syndicate's attitude toward the N. A. R. D. and the direct contract and serial numbering plan, was dissipated by the important action taken by the directors at their meeting on November 2. They unanimously decided to market all products of the syndicate under the N. A. R. D. plan.

## SECRETARY GODDARD'S VIEWS.

In speaking of the general policy and plans of the syndicate, Secretary Goddard said:

"The formation and growth of this company have been phenomenal in the history of industrial corporations. Its membership, which comprises 1,000 persons, all actively engaged in the drug business, was obtained in a few weeks



and represents the more aggressive portion of the drug trade in every State in the Union.

"The object of the company is to advance the business interests of its members and improve their material condition.

"It is proposed to manufacture a line of ready made medicines, household specialties, toilet articles, etc.; to maintain a bureau of information on any subject connected with the drug business for the benefit of its members; to exert the combined purchasing power of its large membership as one force, for the benefit of all, whenever the opportunity presents itself or whenever it would be of advantage to do so.

"There exists and probably always will exist a large demand for some medication, ready made, for the cure of many of the minor ills and the alleviation of the chronic complaints with which people are afflicted. This demand is now met in a most imperfect way by the so-called patent or proprietary medicines. The manufacturers of these goods are in many instances devoid of medical, pharmaceutical or chemical education. They have either inherited or in some other way acquired a formula, which they exploit by the most exaggerated statements and the most brazen advertising. Many of these goods are absolutely worthless; as merchandise they are no longer profitable, and as their composition in nearly all instances is a secret one conscientious dealers are unable to recommend them.

"Now, as the public are largely governed in the choice of these remedies by the advice of the druggists, in whom they have confidence, it is proposed to meet this demand for ready made medicines in an intelligent manner by the marketing a line of household remedies, specialties and toilet articles, the composition of which, if known to all the members, they may safely recommend.

"The management of the company will be conservative; it will profit by the mistakes of similar organizations. It will avoid useless expense for elaborate plants until actually required. It will market its goods through the established channels of trade. It may have but one stockholder in a town, but every other druggist will be enabled to get the goods. It will thus avoid making the one dealer a friend and all the others enemies. In short, its affairs will be managed energetically, but economically, with the end of earning the largest possible dividends for its stockholders."

#### The Registration of Pharmacy Schools in New York State

The committee of the New York State Board of Pharmacy which deals with matters requiring attention between stated meetings of the board, and especially with affairs pertaining to the Board of Regents, met at Albany September 26 and decided a number of questions that have been recently brought up. Those present, constituting the Ad Interim Committee, as it is called, were Dr. W. G. Gregory, Warren L. Bradt, F. P. Tuthill and Dr. Taylor, of the State Education Department, who joined the conference and acted as secretary. Dr. William Muir, of Brooklyn, served on the committee in place of C. O. Bigelow, of New York, who was absent in Europe. The subject of the number of required counts for the entrance examination was discussed and it was decided that not less than 12 regents' counts or their equivalent at the time of entering a registered pharmacy school should be required. The Medico-Chirurgical College of Philadelphia and the Pittsburgh College of Pharmacy not having completed some necessary requirements the registration of these colleges was temporarily deferred. Some discussion was had regarding the reregistration of the Philadelphia College of Pharmacy, but no action was taken. The State Education Department was given a vote of thanks for the publication of Hand-book No. 11, entitled Pharmacy.

A meeting of the Pharmacy Council was held after the adjournment of the meeting of the Ad Interim Committee. This council includes the members of the Ad Interim Committee and the deans of the various registered pharmacy colleges throughout the State. Dr. Muir presided at this meeting and Dr. Taylor acted as secretary. The action of the Ad In-

terim Committee with regard to the minimum requirement of regents' counts was indorsed, but it was voted that the secretary of the council secure an opinion from the Attorney-General regarding the Ad Interim Committee's construction of the law. Other action taken by the council provided: (1) That students in course for a degree be not permitted to begin their attendance on any session later than November 15; (2) that the pharmacy student certificate issued by the department must be filed with the executive officer of the pharmacy school not later than December 31 of the year in which he enters on his first course.

The effect of the last action taken by the council with regard to the filing of certificates by the end of the year will be to relieve those students who may present themselves for registration at the college of pharmacy but who may not be able to produce at the time the evidence necessary to enable the regents to grant them certificates.

#### AN AGREEMENT AMONG JOBBERS.

Unite to Abate Trade Abuses—Stirred Up by Proprietors—  
Rumored Violations of Rebate Terms and Contracts—Jobbers  
form the Metropolitan Drug Club.

Wholesale druggists of this city have been notified by leading proprietary medicine manufacturers that henceforth they must strictly observe the terms of their contracts with the proprietors, and the jobbers have decided to comply with this request. This means quite a radical departure from practices which have been more or less common in the wholesale drug trade of this city and vicinity and which have been partly responsible, it is believed, for unsatisfactory price conditions in the retail drug trade of the city. Under this new order of things wholesale druggists in Greater New York will be on the same footing, as regards their relations with manufacturers, as the jobbing trade is in all other cities of the country. It is a move by proprietors to stop any and all violations of terms of rebates or contracts by the jobbers. It is an open secret in the trade that New York has not been free from shortcomings in the past, and this is about the only city in the country where such conditions have been allowed to exist. Most manufacturers have individual contracts with jobbers specifying the amount of discount that is to be allowed by jobbers to their customers for certain quantities of goods, but local wholesalers have not stuck very closely, it seems, to the terms of those contracts, but have given discounts where they were not warranted, on broken lots, etc.

It is known that New York jobbers have come to a mutual understanding—they are very sensitive about its being called an "agreement"—whereby such conditions will cease to exist and the manufacturers have been given assurances that hereafter the terms of sale will be rigidly complied with. The result will no doubt be very beneficial, not only to the jobbers themselves, but to the drug trade generally. The wholesalers will know now that they are all on the same footing and will not have to meet competition resulting from the granting of irregular or excessive discounts; the proprietors will benefit, for they can order jobbers not to sell to any retail cutter and can dictate how their goods are to be marketed and to whom they shall be sold. This in turn cannot but help the retail trade generally in coping with the cut rate evil.

Another interesting development in the local jobbing trade is the fact that leading wholesale druggists of New York have at last effected an organization among themselves. It is known as the Metropolitan Drug Club, and, while its objects are declared to be purely social, business matters will probably not be entirely excluded from its meetings, which are occasionally held at the Drug Club, 100 William street. Similar organizations exist and have existed for some time in other cities, but outside of the Drug Trade Section of the Board of Trade and Transportation, the local jobbing drug trade has had no regular organization.

**Greater New York News.**

No date has as yet been fixed for a meeting of the M. A. R. D. this month.

Joseph Plaut, of Lehn & Fink, returned last week from a sojourn in the Berkshires with his family.

H. Burroughs, of the Burroughs Bros. Mfg. Company, Baltimore, visited the local drug market recently.

President A. Klipstein, of A. Klipstein & Co., returned last month from a three months' tour of Europe.

Among the recent visitors in the local drug market were J. B. McIntosh, of Waynesville, N. C.; H. C. Cleveland, of Whitman, Mass., and G. F. Sullard, of A. F. Sullard & Sons, Franklin, N. Y.

H. J. Braker, of H. J. Baker & Bro., of this city, sailed recently on the Kronprinz Wilhelm for Europe. He will remain abroad until Christmas and will spend part of his time automobiling through southern France.

J. Milbau's Son has decided to move. The firm has been located at 183 Broadway for considerably more than half a century, and is perhaps the only Broadway establishment that has not moved in that time, except the Chemical Bank. The Milbau store is to occupy 205 Broadway, adjoining the Mail and Express Building.

The Greater New York Drug Clerks' Association, at a recent meeting, elected the following officers: President, J. Kramer; vice-president, E. Sander; treasurer, A. Sherman; financial secretary, W. Rogan; corresponding secretary, I. Elysowitz; recording secretary, D. David Cohn; sergeant-at-arms, E. V. Bookstaver. A drug clerks' labor bureau was established, with H. Nisselson and S. Kramer in charge.

The German Apothecaries' Society, at its regular monthly meeting on Thursday night, November 2, appointed E. C. Goetting, Felix Hirseman and Emil Roller a committee to represent the society in the joint conference of pharmaceutical associations, which is to urge upon the incoming Mayor of New York the desirability of placing a pharmacist on the advisory board of the City Board of Health.

At the meeting of the New York Board of Trade and Transportation last month, a report was received from the special committee appointed to investigate complaints made by manufacturers that the questions asked by the Census Bureau were too inquisitorial. The report, which was signed by J. L. Hopkins, John M. Peters and W. S. Armstrong, declared that the answers to the questions, which covered every detail of a manufacturing business, would place on record in the Census Bureau a complete balance sheet of a manufacturer's business. A conference was held by the committee with Director of the Census S. N. D. North and Chief Statistician Stewart, who assured them that there was no intention to intrude on the private affairs of manufacturers to an extent which the latter might consider inimical to their interests. Messrs. North and Stewart asked the committee to co-operate with them in preparing a schedule for the next census which would meet all objections.

**Civil Service Examination for Apothecary.**

An examination to secure an eligible list of apothecaries for appointment in the Department of Health is announced by the Municipal Civil Service Commission. The examination will be held at 10 o'clock on Tuesday, November 21. The receipt of applications will close on Tuesday, November 14, at 4 p.m.

The subjects and weights of the examinations are as follows: Technical, 6; mathematics, 2; experience, 2.

The percentage required is 75 on the technical paper and 70 on all. Candidates must be licensed pharmacists, and must have such knowledge as is required of graduates in pharmacy. At present there is one vacancy in the Department of Health. The salary attached to this position is \$720 to \$1,200 per annum. The minimum age is 21.

**WESTERN NEW YORK.**

**Sectional Associations to Keep Interest Alive—Buffalo Headquarters for N. A. R. D. Organizer—Lockport Lines Up—Buffalo Bowlers at Work.**

*(From our Regular Correspondent.)*

Buffalo, November 10.—The Buffalo retail dealers are feeling just secure enough in the position they have taken to keep them active in adding to the strength of their position. President Darrin, of the Buffalo Retail Druggists' Association, has selected his committees, of which the trade's interest committee is the principal one, reappointing Dr. W. G. Gregory chairman. He has also set to work dividing the city into groups, so that a closer feeling can be maintained. For instance, there are eight druggists at Black Rock and they have been formed into a club, with one of their number to look out especially for price cutting. When a customer declines to pay the regular price for an article on the claim that So-and-So sells it for less, the closer acquaintance with this dealer emboldens the asking of the direct question and when the charge is denied the customer is refused the cut asked.

**THE DIRECT CONTRACT PLAN BEING ENFORCED.**

Then the lines are drawing closer in the direct contract system. There are three proprietary concerns engaged in perfecting their agreements in this city. It is known that some of the downtown stores are selling marked goods and the source of them has been discovered and cut off. As soon as they are out they will have to sell at full prices or stop selling. Of course this means that the price cutting has not all been stopped by the late proceedings, but it is so much reduced that the state of things is a long step bettered from the universal cutting of last spring.

**N. A. R. D. HEADQUARTERS ESTABLISHED.**

J. D. Bellaire, a N. A. R. D. representative, on November 4 established his headquarters in Buffalo, not so much to watch matters in that city at present as to look after trouble in other parts of the district. A bad state of the trade is reported from Fillmore, in Allegany County, and he will go there a while, after which he will organize Niagara County on the lines followed in Buffalo. It will be a comfort to know that a close touch is kept with the National Association, which did so much to stop cutting in Buffalo.

**LOCKPORT IN LINE.**

The city of Lockport is doing what it can to hold up prices by forming a druggists' association within the past few days, with J. W. Zimmerman president. The work of forming a price list will be taken up as soon as practicable, but it appears that the difficulty is largely in some of the small towns near Lockport and the effort will be to get them into line as soon as possible. The N. A. R. D. representative may be depended on to give some valuable help in the matter.

**THE BUFFALO DRUGGISTS' BOWLING CLUB**

is already in a flourishing condition, with attendance much larger than it used to be and several good players still unable to attend regularly on account of lack of help. At last accounts W. H. J. Smith was high man at the alleys, lately making a score of 224, with the next best man only a trifle over 200. The players who produced muscle and general good feeling by cultivating baseball on the park meadow have laid up bat and ball for the season and are mostly in the bowling club.

**IN SUSPENSE REGARDING THE ALCOHOL RULING.**

Buffalo druggists are still much exercised over the new alcohol ruling of the Government. November will soon be over and then the selling of certain preparations will be dangerous. It was hoped that the State would do something to define its position in the matter before this time, but as it has not the uncertainty is still greater. Of the 151 druggists in Buffalo only 63 have Government licenses and but few have full State licenses. With the matter as little defined as it is there is nothing to do but go ahead and see what is done to enforce the ruling.

## THE BUFFALO COLLEGE OF PHARMACY

is rejoicing in the largest number of students it has ever had, the entering class being about 65 and the senior class about the same size. A new microscopical laboratory with apparatus and accommodation for 64 students has been opened and the regular laboratory has been arranged for use out of regular hours by placing students in possession of the lockers. Everything is in a very progressive stage. The authorities will welcome University extension when it arrives, though it still seems quite far away.

## BRIEF WESTERN NEW YORK DRUG NOTES.

F. A. Kowal, formerly connected with the Brzezicki drug store on Pechham street, Buffalo, has opened a new store on outer Clinton street of that city.

The fine new store building by R. K. Smither at Main street and LeRoy avenue, Buffalo, will be ready for occupancy in December, when the store occupied by him across the street will be given up. He has two other drug stores in Buffalo.

Miss Anna Frey, who graduated with honor at the Buffalo College of Pharmacy and who has been in the Dalton store in Syracuse some of the time, has engaged as head clerk with J. A. Lockie, Buffalo, taking the place of W. S. Robeson, who is now with A. H. Reimann.

## NEWS OF THE TRAVELERS.

C. N. Riggs, who left Buffalo to take a position on the road with McKesson & Robbins some years ago, is still selling their specialties, paying a visit to Buffalo early in November on his regular three-months' round. He sold piles of calox.

The Baltimore house of Gilpin, Langdon & Co. sends us its special salesman, H. Brossy, for a slice of the regular fall trade, and he went away with it in his possession.

The Solon Palmer perfumes in all their variety increased sales in a large way a few days ago on the visit to the city of C. L. Pettis, who has long represented the house.

The trade in drugs and essential oils always takes a long step forward whenever a visit is made to the city by E. H. Powell, who was here a short time ago in the interest of his old firm, Lehn & Fink.

J. S. Marvin is still a Buffalonian, but the road claims him so much of the time that his trips about the city, the last one made quite lately, selling Lundborg's perfumes, are welcome, if not made often enough to be called strictly neighborly.

## CANADIAN NEWS NOTES.

(From our Regular Correspondent.)

T. F. Smith, druggist, of Elora, Ontario, died recently.

H. E. Waller, druggist of Kelowna, B. C., has sold his business to P. B. Willits & Co.

M. A. V. Armstrong, druggist of Goderich, Ont., has sold out his establishment to E. J. Foster.

William Hughes has purchased the drug business of Dr. R. F. Preston, of Carleton Place, Ont.

John McCrostle, druggist, of Paisley, Ontario, has assigned to S. A. S. Simons.

Dr. C. F. Bayard, of Montreal, has sold out his drug business to Kenneth Campbell & Co.

H. F. Morrow has purchased the drug store of W. H. Cummins, Grimsby, Ontario.

J. W. Yeomans, druggist, of Sutton, Ontario, has removed to Newburgh, Ontario.

J. J. McCann, of Toronto, has disposed of his drug business to C. B. Graham.

O. W. Wakelin, druggist, of Battleford, Saskatchewan, has removed to the neighboring town of North Battleford.

F. P. Sanderson has purchased the drug business of F. W. Jeffs, Wallaceburg, Ontario.

W. A. Vrooman, of Portage la Prairie, Manitoba, has sold his branch drug store at Kawende, in the same province, to W. M. Lamont.

I. A. Snider, of Winnipeg, has sold his Portage avenue business to the recently incorporated Speer-Stevenson Drug Company, and his Broadway avenue business to R. Telton.

Read Holliday & Sons, incorporated in Britain, to manufacture and deal in dyes, dye stuffs and chemicals, have been licensed to carry on business in Ontario on a capital of not over \$40,000.

The will of the late Senator Fulford, of Brockville, who made a fortune in the proprietary medicine trade, was entered for probate on October 31. The estate is valued at \$4,820,019, the bulk of which is left to the widow and family.

M. E. Vanzant, Limited, has been incorporated—head office, Toronto; capital, \$10,000—to manufacture and deal in drugs, etc., wholesale and retail. The provisional directors are Elias Vanzant, Mervin E. Vanzant and Leigh C. Todd.

Prof. Charles F. Heebner, Dean of the Ontario College of Pharmacy, Toronto, was seriously injured recently while bicycling, by a collision with an express wagon, the point of the shaft striking his breast. Though considerably hurt, he is progressing favorably.

The J. P. Lawrason Company, Limited, has been incorporated, with head office at Milton, Ont., and a capital of \$50,000, to manufacture patent medicines and to carry on a wholesale and retail drug business. The provisional directors are James R. McKinney, Neil McMillan, John P. Lawrason, James W. McKinney, George Hardy and James H. Fleming.

Milton J. Luckham, of Guelph, Ont., committed suicide on October 19 by taking a dose of carbolic acid. He had recently bought out the drug store of Charles Law, of which he had been in possession for about three weeks. Ill health and despondency over financial affairs are assigned as the cause. He leaves a widow and two children.

Good progress is being made with the scheme for the merger of the wholesale drug houses of Canada into one concern with a capital of \$6,000,000. A large proportion of the firms engaged in the trade have been secured, but there is necessarily a good deal of delay involved owing to the fact that the joint stock companies interested cannot take final action without receiving the consent of their shareholders. On this account it will probably be some time longer before the deal is consummated even if no unforeseen obstacles arise.

## The Kentucky Board Pass List.

At the regular meeting of the Kentucky Board of Pharmacy, held in Lexington October 10, the following candidates passed the examination:

W. H. Bristow, Covington; W. L. Gaines, Carrollton; James D. Kelley, Woodburn; O. F. King, West Point; John D. Talbott, Bardonia; J. H. Woolridge, Leitchfield; G. E. Porter, Berea; George P. Craig, Muskegoe; I. T. Gus A. Hardwick, Livia; Harry L. Kendrick, Dayton; Robert Ratliff, Pikeville; H. D. Thornton, Murray; J. T. McIntyre, Louisville.

There were twenty-six applicants for examination. The next examination will be held in Covington January 9.

At the annual meeting, which immediately followed the regular quarterly meeting, it was announced that the Governor had selected from the names submitted by the Kentucky Pharmaceutical Association D. A. Yelser, of Paducah, to fill the vacancy on the board caused by the expiration of the term of office of E. L. Pleck, of Covington.

During the year 146 applicants had been examined, 71 of whom passed. The total registration in the State is 1,800.

The following officers were elected for the ensuing year: President, C. S. Porter, Somerset; secretary, J. W. Gayle, Frankfort (not a member); treasurer, George T. Wilson, Bowling Green, and chairman of the executive committee, C. Lewis Diehl, Louisville.

## Unusually Quick at That.

"No," said the melancholy druggist, "there is nothing in life for me now. She has jilted me, and nothing in this world can take the place of her love."

"Oh! I don't know," replied Sinnick, "you should be able to find 'something just as good.'"—*Philadelphia Press*.

## BOSTON.

**Boston Druggist Association Starts Season's Meeting—A Flattering Success—A Druggist's Welcome Surprise—Pass List of the Massachusetts Board—A Druggist Candidate for Mayor—The Quality of Drugs in Massachusetts.**

(From our Regular Correspondent.)

Boston, November 8.—President Flynn, of the Boston Druggists' Association, inaugurated the fall meetings of that organization at Young's Hotel on the evening of October 31, before a large assemblage. He was fortunate in selecting a timely subject for discussion—namely, that of Reciprocity as a General Proposition. The pros and cons of this matter were ably put forth by Col. Albert Clarke, of the Home Market Club, and the Hon. Eugene N. Foss. Much applause was given the telling points made by the orators, who were subsequently piled with questions by the listeners. The president has just cause to feel flattered with the success of this meeting.

## PRESENTED WITH A CLOCK.

Frederick J. Sheehan recently opened a new store at Broadway and C street, South Boston, and as a mark of esteem his friends called on him one evening recently and presented him with a handsome marble clock. The affair was a complete surprise. After the presentation the gathering adjourned to a hall over the store and enjoyed a substantial collation. Several well known druggists were present, including C. P. Flynn and C. A. Curtis.

## MASSACHUSETTS PASS LIST.

The Board of Pharmacy held five examinations in October, and granted certificates to the following: Hubert H. Bearce, Chelmsford; Edwin D. Gibbons, Westfield; Wadsworth H. Macalowski, Cambridge; John A. McLellan, Lynn; Frank M. Merrigan, Boston; Kenneth J. Mitchell, Merigomish, N. S.; William V. Orcutt, St. Johnsbury, Vt.; Arthur L. Bangs, Everett; Leopold Bartel, Jr., New Bedford; John L. Dunne, Hyde Park; John H. Groh, Webster; Ernest L. Snell, New Bedford; George H. Stoddard, East Douglas; Alfred M. Bessette, New Bedford; Bernard C. Burdette, Northboro; John W. Connors, Leominster; Thomas B. Hassett, Boston; Frank Hoyt, Newburyport; Harmon J. Kelsey, Worcester; Hyman Alkon, Boston; Emile Cousineau, Fall River; Michael H. C. Maloney, Quincy; Joseph A. Phenix, Lewiston, Me.; P. Eugene Rudden, Springfield; Silvio Sissa, Boston; Raymond V. Willey, Holyoke, and Elmer D. Full, Rockport.

Justin F. Bartlett, of Chelsea, was last year elected to the board of aldermen of that city for a two years' term and received a very complimentary vote. He has just resigned to compete for the mayoralty nomination and it is confidently predicted that he will sweep the primaries November 21.

## DRUGS EXAMINED.

The last monthly report of the State Board of Health shows the examination of 49 drug specimens, of which 38 were found to be of good quality. The samples of drugs found to be adulterated were: Calx chlorata, oleum limonis, oleum olivæ, sulphur præcipitatum and tinctura iodi. A specimen of olive oil obtained from a drug store in Worcester contained over 50 per cent. of sesame oil.

In Fall River Sunday there was a fight in the store of Leonide A. Auger over a sale of whiskey. Two policemen sent in an accomplice, who is alleged to have purchased whiskey and then signalled the officers. The latter entered and then Auger and his clerk, George Buron, began an attack on the three. A lively tussle and rolling about ensued, which ended with the proprietor being landed in the lockup on a charge of unlawful sale of liquor.

## TALKED ABOUT.

At Pierson's store, Washington and Essex streets, some trouble has recently been experienced through the settling of the subway now under construction.

Clark & Mahoney's store, Saratoga and Marion streets, East Boston, was recently broken into and some small merchandise taken.

## PENNSYLVANIA.

**Typhoid Breaks Out in the Philadelphia College of Pharmacy College House—Druggists Interested in Politics—Meeting of the P. A. R. D.—Interest in the Loder Suit.**

(From our Regular Correspondent.)

Philadelphia, November 9.—The typhoid epidemic at the College House of the Philadelphia College of Pharmacy has been thoroughly investigated, not only by the State authorities, but by the local Board of Health. A clean bill of health has been issued to the management and all blame has been shifted to other sources. Out of the total number of boarders at this house 15 of them have been stricken down with typhoid fever and they had to be removed to a hospital. As soon as the first student developed the disease an investigation was made by the management of the House, and nothing in or around the building could be found which would warrant the belief that there was anything there that could cause the attack. Then a further investigation was made, and it was ascertained that the milk dealer who supplied the home with milk had in his employ a man who filled the bottles. To do so he used a siphon and put the hose repeatedly in his mouth. This man had walking typhoid fever some time before it was discovered. It is believed that this is one of the reasons for the contagion. The same dealer supplied a number of private families in the neighborhood of the House, and some of them were also attacked with typhoid. The State Board of Health and the Bureau of Health of this city have not only disinfected the building, but have given to the management a clean bill of health.

## DRUGGISTS INTERESTED IN POLITICS.

There was never a time when the retail druggists of this city took such an interest in the political affairs of this city. All the leading druggists have done yeoman service in the late campaign, and it is understood that there is likely to be formed an association composed of retail druggists, whose aim will be to look after the good name of this city. At a meeting of a number of retail druggists here last week, out of 75 present there were only two who stood up for the political parties that have for so long ruled affairs in this city. The formation of the Retail Druggists' Association has done a good thing in making the druggists see that in union there is strength. They recognize the fact that by banding together they can accomplish more than if they were working individually. While the Philadelphia Association of Retail Druggists as a body is not taking any part in the political affairs of this city, it is the fact, nevertheless, that at the regular monthly meeting there were many derogatory remarks made about the present "gang" leaders, and often they were applauded. Almost to a man the members of this association are in favor of reform.

## P. A. R. D. MEETS.

The regular monthly meeting of the Philadelphia association was held November 3. It was enthusiastic, and while there was little business of a great magnitude accomplished there was, however, a large attendance, and the remarks of the various speakers were frequently applauded. This association is now on "easy street." The meetings are looked forward to, and some of the druggists who were the most bitter against the organization are now the hardest workers for its success. At every meeting there are new members elected. At the last meeting there were five druggists elected to membership. There is no let up as regards the efforts of the officers to get all the druggists of this city into the organization.

Since this association has been in working order there have been many things done which are of great interest to the local retail druggists. Many proprietary articles have been advanced in price, and some of the proprietary manufacturers have been induced to sell only to such druggists as live up to their agreements. Besides this the Philadelphia Association of Retail Druggists has been instrumental in squashing attempts at legislation detrimental to the drug business in this State. There never was a closer watch kept upon the Pennsylvania Legislature than at the last session, the consequence being that no

bill became a law which in any way affected the interests of the retail druggists. It is understood that many plans have been made for the further bettering of the retail drug trade in this city. Although the Legislature of this State meets only every two years the Legislative Committee as well as other committees of the local association are at work devising plans of mutual interest to all retail druggists. There are very few druggists in this city who are not members of the association. It is predicted that within the next year every druggist who is worth having as a member will be in it. The city has been divided up into districts, and a chairman of each district has been appointed.

Considerable interest is displayed in the Loder suit. This suit was to have been begun on November 1, but was postponed until November 6 and then to the 9th. The lawyers representing the defendants are ready to go ahead with the case, but it is thought that there will be another postponement. The Judge has asked if the case will take over two days, as he is not desirous of having the jury sit any longer than the prescribed time. It is said that the case will last at least two weeks, and it will be a tedious one. John G. Johnson, the leading counsel for the men sued, is anxious to go ahead. He has taken great interest in the case, and those who have been consulting with him are sanguine of success. Mr. Loder's suit has attracted attention throughout the entire country. He has brought into the suit not only the leading druggists' associations, but also many prominent wholesale and retail druggists.

#### DIRECTORS OF PHILADELPHIA DRUG COMPANY.

A meeting of the newly elected directors of the Philadelphia Wholesale Drug Company will be held this month to elect a president. It is understood that the present incumbent, E. R. Gatchell, has given notice that he will not again accept the office. Since then there has been a quiet canvass made for a new president. It is said the directors are desirous of electing some one to succeed Mr. Gatchell who is conversant with the business of the company. The annual meeting of this company was held October 18, at which the following were elected managers: Henry C. Blair, Otto Kraus, Charles Leedom, A. T. Polard, W. Fred. Steinmetz, James Buckman and Frank R. Rohrman. David H. Ross was elected secretary and treasurer. Besides electing a president the board will also select a vice-president. The meeting was the largest in the history of the company, there being 189 votes cast for the managers. After the election a banquet was held in Odd Fellows' Temple.

#### NOTES OF THE TRADE.

L. S. and N. S. Steltzer mourn the loss of their mother.

P. Mertz has succeeded J. H. Masholder at Twenty-eighth and Master streets.

Lum Bros. have purchased the drug store owned by J. B. Thompson, Twentieth and Tloga streets.

G. Warren Phillips, Twelfth street and Passayunk avenue, has been appointed druggist in chief at the Jefferson Medical College.

Miss Willard, daughter of Roland Willard, the druggist, of Haddonfield, N. J., was recently married to James D. King, of H. K. Wampole & Co.

William R. Warner, jr., with his wife and two daughters, sailed for Europe on the Finland last week for an extended tour of Great Britain and the Continent.

On October 31 the bowling games resulted in Smith, Kline & French Company taking three straight from the College of Pharmacy Blues. The Wanderers showed up in good form, taking two from the College of Pharmacy Whites. J. Ellwood Lee Company took three from Geo. D. Feldt & Co.

The Pennsylvania Railroad Company has notified Mr. Stoever, of the Broad Street Station Pharmacy, to vacate at the expiration of his lease, which will be May 1 next. So anxious is the Pennsylvania road to get the room that they have offered Mr. Stoever a bonus to move January 1. It is the intention of the railroad company to make ticket offices of the space. Mr. Stoever has not yet decided what he will do in regard to the matter.

#### THE SOUTH.

#### Bowling Averages of Drug Teams—A Session of the Wedgewood Club—Chain of Pharmacies for Baltimore.

(From our Regular Correspondent.)

Baltimore, November 8.—The first series of games to be played by the Baltimore Drug Trade Bowling Club was completed during the week ended November 4, when each club had participated in fifteen contests. The sport so far has been very enjoyable and some excellent scores have been made. Nearly all the teams are stronger than ever before, and as a result the race for the prizes to be awarded at the end of the season has been rather close. Sharp & Dohme are far in the lead, but this is in part due to the fact that they have encountered some of the weaker teams. With the changes provided for by the schedule the situation later on may present a different aspect. The standing of the several teams at the close of the series was as follows:

|                           | Won. | Lost. | Percentage. |
|---------------------------|------|-------|-------------|
| Sharp & Dohme.....        | 13   | 2     | .867        |
| James Bailey & Son.....   | 9    | 6     | .600        |
| H. B. Gilpin Company..... | 9    | 6     | .600        |
| McCormick & Co.....       | 8    | 7     | .533        |
| Calvert Drug Company..... | 6    | 9     | .400        |
| Muth Bros. & Co.....      | 1    | 14    | .067        |

Averages of 160 and over were made by the following:

|  |     |
|--|-----|
| Lemar, Sharp & Dohme.....                | 180 |
| Colston, Sharp & Dohme.....              | 180 |
| Lockwood, H. B. Gilpin Company.....      | 178 |
| Brauer, James Bailey & Son.....          | 172 |
| James, Calvert Drug Company.....         | 169 |
| William Smuck, H. B. Gilpin Company..... | 168 |
| Davis, McCormick & Co.....               | 168 |
| Goldsborough, Sharp & Dohme.....         | 166 |
| Jahries, James Bailey & Son.....         | 163 |
| Hayes, McCormick & Co.....               | 163 |
| Holzerman, James Bailey & Son.....       | 162 |
| Baumgartner, Sharp & Dohme.....          | 162 |
| Fairley, James Bailey & Son.....         | 161 |
| Armor, McCormick & Co.....               | 160 |
| Beaumont, McCormick & Co.....            | 160 |

#### THE WEDGEWOOD CLUB.

The monthly social session of the Wedgewood Club for October was held on the evening of the 26th and took the form of a theatre party to see Cissy Loftus at the Maryland. After the performance the club members went to Kruse's Hotel and had oysters in every style, in addition to the speeches.

The Pharmaceutical Journal Club, an organization of young Baltimore druggists, which discusses articles of special interest in drug journals, had its first fall session on October 26 at Kernan's new hotel and combined the discussion of professional matters with that of an excellent menu.

It is stated that William Dawson and Henry H. Klingel, well known Baltimore druggists, intend to establish a chain of pharmacies in this city, while Druggist Sprague, who conducts the store at Liberty and Fayette streets, has opened another at Park avenue and Fayette streets, diagonally across the way. Mr. Sprague is also credited with the intention to establish a chain of cigar stores.

A meeting of the Baltimore Retail Druggists' Association was called for Wednesday, November 8, in Sonnenburg's Hall, Baltimore and Greene streets, to discuss the advisability of fighting an aggressive cutter of this city with his own weapon. It has been so far found impossible to get him in line, all others having accepted the association price list, and the proposition has been made for all other druggists to sell patent medicines at cut rates.

Samuel L. Robinson, the druggist at Greene and Franklin streets, Baltimore, who was sued by Dr. Samuel B. Hartman, the manufacturer of Peruna, on the ground that he had defaced the serial numbers on the bottles of the preparation secured from sources other than those considered regular, filed his answer August 7. In the answer the issue of defacement is avoided, Mr. Robinson setting up the claim that he had made no contract to sell Peruna at a certain figure, and therefore was not guilty of a breach of contract. This, according to the other side, is not the question at stake at all, the contention being solely one of alleged defacement of the wrappers, which, Dr. Hartman avers, is contrary to law.



## OHIO.

**Local Association in Good Shape in Columbus—But Little Cutting Save on Department Store Goods.***(From our Regular Correspondent.)*

Columbus, November 7.—The local association of druggists is in good shape and is doing good work. It has been in existence for some years and most of the druggists are members. The older men in the trade say that the organization is of much more benefit to the stores in the residence portion of the city and on the outskirts than up in the business portion of the town. Regular meetings are held and there is a feeling of fellowship among those who attend, although each fellow, of course, is looking out for himself when it comes to doing business. There is no question, however, that much good is accomplished, even through the social features that are made prominent at times.

No fight has been made for some time against any of the evils that sometimes come up in the business. Like any other city, Columbus has its drawbacks in this respect, and the association takes cognizance of them and does what it can to mitigate them without too stringent measures. The members have felt for some time that quiet work is better than an open fight upon any subject.

So far as rate cutting goes, the city has its share, but the cutting is confined in a large measure to those articles that are handled in department stores and upon which special prices are always made. Competition is met on all these articles and the association cannot interfere. On the outskirts there is always some cutting on patent medicines and other articles of the kind. It is hard to keep clear of this trouble entirely.

**PRICES MAINTAINED IN THE BUSINESS CENTER.**

Up in the business section of the city prices are maintained well on all articles. Some of the best men in the trade have been open with the assertion that they will not be the first to cut prices, but if others start it they will be the last to quit. The big stick has done its work well. Only once or twice have special prices been made by any of the houses and then they were withdrawn at once, when it was found that the others meant business from the start. Some of the High street stores have an excellent business on goods that are handled in department stores and upon which special prices would maintain them in case of a fight upon patent goods and it would avail the others little to make the start in the wrong direction. The result is a satisfactory business and it is believed that there is no desire now to cause trouble in this way.

**CLEVELAND NOTES.**

G. W. Glines has sold his store at 147 Franklin avenue to Isa Leist, formerly of Napoleon, Ohio.

W. H. Tissot, formerly of Wellington, Ohio, has purchased the Bolton Avenue Pharmacy, at the corner of Bolton avenue and East Prospect street.

**OHIO NOTES.**

J. W. Houghton has again opened a drug store at Wellington.

F. P. Shanafelt has sold his interest in the firm of W. I. Bolender & Co., Canton, to W. I. and D. J. Bolender.

C. W. Meggenhof, Columbus, has sold his store to C. W. Goebel.

**Registered in the District of Columbia.**

At the examination held October 9, 1905, by the Commissioners of Pharmacy, there were six candidates, of which number two were successful, John A. Nelson and Cyrus W. Nelson.

Examinations are held on the second Monday in January, April, July and October. Candidates for examination must file with the secretary, Dr. Henry A. Johnston, 1,221 New Jersey avenue, N. W., Washington, their applications, together with the fee provided by law, not later than the Monday preceding the date of examination.

## ILLINOIS.

**Proprietors' Publicity Bureau—Tincture of Iodine Prosecutions in Chicago—The New U. S. P. Alcohol—A Query.***(From our Regular Correspondent.)*

Chicago, November 8.—Members of the Proprietary Association of America have established the Commercial Publicity Bureau, which has offices in the Woman's Temple, 184 Lasalle street, the quarters of the bureau being next door to those of George L. Douglass, attorney for the association. Manager Funk has charge of this bureau. Mr. Land, of Dr. Kilmer & Co., Binghamton, N. Y., is the chairman. It is said that the object of the bureau is to send out information that will tend to offset the statements made in certain periodicals which have attacked patent medicines.

**TINCTURE OF IODINE BELOW STRENGTH.**

Prosecutions by the State Board of Pharmacy for the sale of tincture of iodine not up to the U. S. P. standard may result in important discoveries according to those who are studying the matter closely. The U. S. P. requires 7 per cent. of iodine and the board has found all the way from 7-10 to 15 per cent. The experts employed by the defense in a recent case found that tincture of iodine loses with age. In the U. S. Dispensatory this subject is discussed and one expert found that 1-12 per cent. was lost in 10 months by exposure to light. Others claim that there is a loss of 1 per cent. in three months. None have found how iodine can strengthen with age or lose down to 7-10 per cent. Quite a number of druggists have admitted that they make one grade for counter sales and another for dispensing. The grade is lowered in the counter sales so as to reduce the selling price and thus meet competition. It is thus difficult for honest druggists to hold their own. The present crusade was begun by druggists who complained about unfair and unscrupulous competition. In the tests the board gave a wide margin by passing all tinctures that were between 6 and 8 per cent., a margin of 1 per cent. each way.

**HOW ABOUT U. S. P. ALCOHOL?**

Numerous druggists in Chicago would like to know what the trade is doing in other cities in regard to the new U. S. P. alcohol. Are they getting the increased percentage alcohol? How much more do they have to pay for it? How do they sell it? It is recalled that at the time of the 1870 revision the committee tried to increase the strength, but that when this became known protests were filed by distillers, jobbers, and dealers, and the matter was dropped. It is generally understood that the increase in the cost of the higher percentage product is out of all proportion to its value. It is questioned in some quarters if the committee has not let this change slip through without consulting with those who are familiar with distilling alcohol.

**NEWS AND NOTES.**

The State Board of Health is preparing to go gunning after druggists guilty of counter prescribing.

The store recently opened by Kidder & Lewis at Forty-seventh street and Lake avenue has been sold to H. B. Cole.

James Knapp has bought the store of C. B. Seales at Sixty-fourth street and Rhodes avenue.

L. H. Norwood, who formerly carried the Sharp & Dohme line for seven years, has signed a contract with Eli Lilly & Co., and will represent this firm in Wisconsin.

The funeral of Isaac H. Fry, who died in California recently, took place in Chicago. It was largely attended by members of the Chicago Veteran Druggists' Association, and the pall bearers were all members of this historic organization.

A Chicago druggist recently put up this sign near his stamp drawer with good results: "A Problem.—If a person goes to a store 25 times a month for a 2-cent stamp, how much time would be saved if he bought 50 cents worth at one time?"

Druggists in Will County are trying to have the nickel-in-the-slot telephone introduced there. Their effort recalls the

struggle that was necessary to get the plan into operation in Chicago. Every one now accepts these instruments here and realizes their advantages.

The University of Illinois School of Pharmacy began its forty-sixth annual session with a total enrollment of 170 students. Many of the students went to Champaign to attend the initiation of President James.

The new store of the Central Drug Company, at the southwest corner of Washington and State streets, is one of the handsomest in the West. It was opened for business recently under charge of Messrs. Young and Tabor.

Earl Ryan, formerly manager of the Chicago office of the Pacific Coast Borax Company, has assumed the duties of assistant manager of the Eastern territory, with headquarters in New York. He was very popular and successful in the Western territory and will be missed by a host of friends.

Thomas W. Golden, who represents the water department of the French Lick Springs Hotel Company, was receiving congratulations from his friends on the morning of November 6. He wired Tom Taggart that the Pluto Water had another representative in Chicago; it was a boy.

W. Haasse, who was manager of the Colbert Chemical Company's drug store at State and Monroe streets, has resigned and accepted the management of Siegel-Cooper Company's drug department. T. L. James, who has managed this department, has accepted the management of the drug department of The Fair, until recently conducted by the great and only Catlin.

The University of Illinois School of Pharmacy (Chicago College of Pharmacy) began its 46th annual session with an increased attendance. The total enrollment is 170 students, and of these 57 are seniors and 113 are juniors. Seventeen States are represented in the classes, besides which there is a student from Porto Rico and one from Mexico, in attendance.

Frank L. E. Gauss, Western manager of the traveling force for Eli Lilly & Co., left November 7 for a month's trip through the West, and will visit St. Louis, Oklahoma and Denver. Mr. Gauss is one of the highest salaried managers on the payroll of any pharmaceutical house, but his record proves that he is worth all he costs.

James E. Clark, whom the Chicago trade remember as having been connected with the Searle & Hereth Company, has, after a service of ten years with the latter firm, severed his connection and engaged with Eli Lilly & Co. Mr. Clark will be assigned work in connection with the Chicago branch under R. A. Hevenor, of the Chicago branch.

David Kaplasky, formerly proprietor of the Reliance Pharmacy and later of Kaplasky & Moran, of Michigan City, Ind., has accepted a position with Eli Lilly & Co., and has been assigned to California by Frank L. E. Gauss, the manager of the traveling force, with headquarters in San Francisco. Mr. Kaplasky has a large circle of friends in medical and drug circles in Chicago who wish him success and Godspeed.

#### UNIVERSITY OF ILLINOIS SCHOOL OF PHARMACY.

The faculty, students and many of the alumni of the University of Illinois School of Pharmacy visited Champaign on October 18, the occasion being the installation of Dr. Edmund J. James as president of the University of Illinois. The exercises attending the installation began Sunday, October 15, but the principal event occurred on Wednesday, when Dr. James was formally installed as president of the university. The installation procession was participated in by the faculties, students and alumni of the various departments of the University, who acted as an escort for the trustees and officers of the institution, together with the distinguished guests. The senior class has organized, and elected officers as follows: President, C. E. Tilton; vice-president, A. G. C. Ackermann; secretary, W. S. Mayhew; treasurer, F. E. Bucklin.

#### A Correction.

In our issue of September 25, on page 196, reference was made to Parke, Davis & Co. when the firm of John D. Park & Son was intended. The latter firm was so obviously meant,

however, that any one familiar with the drug trade would have understood that a slip of the pen had been made.

#### Board of Pharmacy American Pharmaceutical Association Prizes.

The Oklahoma Board of Pharmacy now offers nomination for membership and one year's dues in the A. Ph. A. to the person receiving the highest average at the examination for registration. James Whittet, of Carnegie, Okla., obtained this prize at the October 10 meeting. His general average was 85 per cent. Nine applications for membership have been filed since the Atlantic City meeting.

#### The Market Position of Menthol.

The position of menthol is at the moment one of great uncertainty and interest. Earlier in the season the crop of Japanese crude peppermint oil was reported to be fully equal to last year's crop, which was by far the largest on record, amounting to about 600,000 pounds, as against 400,000 pounds the previous year. Large quantities of menthol were, on this assumption, sold by Japanese houses at rather below 6s. per pound, c.i.f., these sales reaching a total, it is reported, of fully 200,000 pounds, or nearly 3,500 cases. With the normal percentage of crystals in the crude oil this would necessitate a total "crop" of 500,000 pounds of crude oil. There have been many conflicting estimates of the crop this year, and lately it has been reported that the first and second cuttings have turned out to be less than half those of last year. Even if the third cuttings prove eventually to be in the same proportion as in former years a supply of not over 250,000 pounds of crude oil has to be faced by the "bears," or about half the quantity required to produce, under normal conditions, sufficient menthol to cover the "bear" sales already made.

In addition, it is stated that owing to the unfavorable weather, exceptionally heavy rains having been experienced, the first and second cuttings have proved very poor in menthol, but it is usual for the third cuttings, which are now about in course of collection, to yield a larger quantity than the total of the first two. Should the eventual output, however, prove to exceed these estimates it would seem that this year's supply of menthol will be considerably less than last year, which was a record of about 4,000 cases. Some at least of those who have sold "bear" appear to realize this, for large purchases have lately been made at steadily advancing prices, up to 9 shillings 3 pence per pound at the time of writing, for Kobayashi on the spot, whilst offers for shipment are not to be obtained from first hands.

The "bears" are doing their utmost to discredit the truth of the position as detailed above, and to depress the market by occasional offers of small parcels below the ruling nominal price. What the actual results of the crop will be cannot, of course, be known yet, but the stocks are not large, and are thought to be insufficient to supply wants until the product of the third cuttings will be available, which cannot be until well in the new year, and as far as can be seen at the moment the prospects seem to point to a higher range of prices. The demand for the dementholized oil has not been so active as for menthol, nor has the price advanced in the same proportion as that of the crystals, although the article remains very firm at 4 shillings 9 pence per pound for spot goods. The great difference in price between the American and Japanese oils cannot very well be maintained, and now that the American crop has established a firm position it seems probable that the Japanese oil will, with a little demand, materially advance in value.—*Pharmaceutical Journal*.

#### 580 Tons Cascara Bark.

A total of fully 580 tons of cascara bark for the past season was peeled in Lewis county, according to reliable estimates given out by the Northwest Chittim Company, of Chehalis, which is the largest buyer of bark on the Coast, says the *Advocate*. Of this amount probably 400 tons has been sold, mostly for 3 cents a pound by those peeling it. Some got a shade better than 3 cents. Between 400 and 500 tons of the bark are in Washington and Oregon awaiting better prices.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, November 11, 1905.

Business in the wholesale drug and chemical market has been of a somewhat limited character during the past fortnight, though the volume in the aggregate reached fairly satisfactory proportions and the market as a whole is steady in tone. The unsettled political situation in Russia has tended to impart firmness to Russian products and higher prices are quoted on ergot, lycopodium and some other staples. Messina essences are held with increased firmness, and menthol has advanced into stronger position. The advance in camphor, foreshadowed in our last issue, has materialized, and the gum remains in firm position at the higher range. The bark sales at Amsterdam on the 2d inst. resulted in lower prices, and holders of quinine are less firm in their views in consequence, though quotations are as yet unchanged; the impression prevails that values will go lower, though the tone of the outside market remains firm. Competition has forced down the price of opium, and cocaine has been reduced by the manufacturers. The market for codliver oil is quiet for the season, and Central American copaiba balsam is unsettled by competition. In essential oils, anise, cassia and cubeb have advanced in value. The market as a whole is considered in good shape, the prices of most staple lines being maintained with confidence and strength.

#### HIGHER.

Camphor,  
Saffron, Spanish,  
Cubeb oil,  
Cubeb berries,  
Peppermint oil,  
Lavender flowers,  
Menthol,  
Pink root,  
Musk root,  
Valerian root, Belgian,  
Squills,  
Anise seed,  
Anise oil,  
Ergot,  
Clove oil,  
Buchu leaves, short,  
Ipecac,  
Lycopodium,  
Uva ursi,  
Monobromated camphor,  
Spermaceti,  
Burgundy pitch,  
Wahoo,  
Silver nitrate,  
Kava Kava,  
Juniper berries,

#### LOWER.

Opium,  
Codd liver oil, Norwegian,  
Cocaine,  
Resorcin,  
Colocynth apples,  
Glycerin,  
Senega,  
Lemongrass oil,  
Citronella oil,  
Rhatany,  
Acetone,  
Tannic acid,  
Millet seed,  
Saffron, American,  
Caraway seeds.

### Drugs.

Acetone, which declined in the interval to 15½c to 16c, is steady at the lower range, and the usual demand is experienced.

Alcohol, grain and wood, is maintained steadily at previous quotations, or, say, \$2.49 to \$2.51 for the former and 70c to 75c for the latter.

Balm of Gilead buds are finding about the usual inquiry and values are maintained steadily at 43c to 45c.

Balsam copaiba, Central American, reflects the influence of competition among holders, values having eased off during the interval to 28½c to 30c; Bara is held and selling at 37c to 40c.

Balsam fir, Canada, is maintained steadily at \$3.10 to \$3.20, with small sales at this range; Oregon has sold from first hands during the interval at 70c.

Balsam Peru continues inactive, though no special change in price has come to the surface, recent sales being \$1.00 to \$1.10.

Balsam tolu is meeting with increased inquiry, but values continue easy on the basis of 20c to 22c.

Barks.—Bayberry is in demand, but the quantity in stock is small and values are firmly maintained at 13c to 14c. Black haw is in limited supply and wanted at 17c to 18c. Cramp offers in a limited way only and values are well sustained at 7c to 8c. Cottonroot is held with increased firmness, recent sales being at 8½c to 10c. Cascara sagrada is without change of consequence, either as regards price or demand; sales at 5½c to 9c. Wahoo is scarce and the limited available supply is closely concentrated; last sales were at 40c.

Bay rum is not coming forward from Porto Rico and holders of spot goods have advanced quotations to \$2.25 to \$2.50.

Buchu leaves, short, are held with more firmness in the face of stronger advices from primary sources; sales at 15c to 17c.

Burgundy pitch is in improved demand and firmer at an advance to 4c to 4½c. Prices are higher in primary markets, the present lay down being close to the inside figure.

Cacao butter sells very slowly, but no attempt is being made to urge the distribution, previous quotations of 28½c to 29½c for bulk still prevailing.

Calendula flowers have eased off a trifle during the interval, and 28c will now buy German.

Camphor, monobromated, is firmer in sympathy with the advancing market for camphor, and quotations have been advanced to the range of \$1.25 to \$1.30, as to quantity.

Cannabis indica is meeting with increased inquiry and the tone of the market is firm at \$1.00.

Cantharides, Russian, are tending higher, though sales were made recently at \$1.25 to \$1.30; Chinese are in light supply and wanted at 52½c to 55c.

Cassia buds are fractionally lower, holders being willing to accept 19c to 19½c, as to quality and quantity.

Coca leaves are in better supply and offered more freely at a slightly lower range, or, say, 17c to 18c for Truxillo, and 30c to 32c for Huanuco.

Cocaine is unsettled in sympathy with conditions abroad, and manufacturers have reduced prices 25c per oz., to the basis of \$3.25 to \$3.45 for bulk, with outside holders offering at 5c under these figures.

Codd liver oil does not improve in tone, and only a moderate degree of interest is extended to the article, despite the advance of the season. The better grades of oil are still available at \$26.00 to \$30.00, as to brand and quantity. Newfoundland is held at \$24.00.

Colocynth apples continue very dull, and prices of Spanish are a shade lower, with sellers at 28c to 27c.

Cubeb berries are moving into stronger position and holders manifest considerable firmness at the present range of values. While 8½c is named for ordinary, XX berries command 10c.

Cuttlefish bone is a shade firmer and large jewelers' does not offer at less than 70c, though the smaller grade is obtainable at 40c to 42c; French and Trieste are held at 12c to 13c and 15c to 16c, respectively.

Ergot is attracting more attention and Russian is distinctly stronger owing to conditions in primary markets. Cable advices put the lay down cost at 45½c, but sales are making at 44c. Spanish is in light supply and up to 50c is named for this variety.

Glycerin is lower, influenced by competition among manufacturers. An average demand is experienced for C. P., which is held in selling at 11½c to 12c for drums, 12½c to 13c for cans.

*Grindelia robusta* is offered more freely in face of the near arrival of new crop and quotations show a decline to 8c to 8½c.

Haarlem oil is very scarce for prompt delivery and holders of the limited available supply have advanced quotations to the range of \$2.15 to \$2.25.

Juniper berries show increased strength owing to unfavorable crop reports, and some holders have advanced their price to 3½c to 4c, and the tendency is still upward.

*Lycopodium* is higher at primary sources and the local market shows corresponding strength, unlabeled being quoted at 60c.

Manna is firmer in tone, and while some goods were available at 33c, some holders ask 35c for small flake. Sorts and large flake are unchanged.

Menthol is held at the full recent advance and the market continues firm in sympathy with the position of the article in London and Japan; while \$3 is generally quoted, some business has been reported in broken lots at \$2.75 to \$2.85.

Opium reflects the influence of competition between dealers, values being weak and unsettled, and buyers hesitant. Quotations for cases show a decline to \$3.17½ to \$3.30, while broken lots are available at \$3.22½ to \$3.25, with sales reported at a fraction under these figures. Powdered is finding a moderate jobbing outlet at the range of \$3.60 to \$3.65, as to test and quantity.

Quinine remains in an unsatisfactory position, and the requirements of the trade appear very limited. The result of the bark sale at Amsterdam on the 2d inst. has had a weakening influence on the market. The average unit value at this action was 5.20 Dutch cents against 5.55 at the previous auction on September 28, when only one-half the quantity offered was sold. Although some dealers talk of the possibility of lower prices, this opinion is not generally entertained, the belief being that quinine prices are as near to the cost of production as they can go. Meanwhile manufacturers' prices are maintained on the basis of 20c for bulk in 100-oz. tins, and for stock in second hands the nominal quotations are 19c for German and 18½c for Java.

Resorcin has been reduced by the manufacturers to the range of \$1.05 to \$1.10, as to quantity, a decline of 10c.

Saffron, American, is in downward tendency, the inside quotation having been reduced to 72½c. Spanish is very firm in sympathy with advices from abroad, Valencia being quoted at \$7.75 to \$8.50. Alicante is without change at \$4.75 to \$6.00.

*Uvi ursi* is in limited supply and wanted, at an advance of 3½c to 4c.

Vanilla beans, Mexican, have sold actively since our last and values are well sustained at the previous range of \$2.75 to \$6.50 for whole and \$1.75 to \$2.00 for cut.

Wax, Japan, is maintained in firmer position and sales are reported at 14c to 14½c.

#### Chemicals.

Acetate of lime has been in good demand since our last, and prices are steadily maintained at the range of 1.60c to 1.65c for brown and 2.35c to 2.40c for gray.

Alum is without quotable change; a moderate demand is reported at 1.75c to 1.80c for lump and 1.75c to 1.90c for ground.

Arsenic, white, is meeting with a moderate sale, but stocks are limited and transactions through second hands have been at 3½c to 3¾c; red is held and selling at 6¾c to 7c.

Blue vitriol is without improvement; holders continue easy in their views, and 5½c to 5¾c is named in a jobbing way.

Brimstone, crude seconds, is in good demand and quotations are well sustained at \$22.12½ to \$22.25.

Chlorate of potash prices for the season of 1906 have been announced, the range standing at 8½c to 8¾c for crystals and powdered respectively. On spot sales are making in a jobbing way at 9¼c to 9½c.

Corrosive sublimate has been advanced by the manufacturers to 73c, a 5 cent rise in values.

Cream tartar remains quiet. The moderate jobbing inquiry is being met at 23½c to 23¾c for crystals and powdered respectively.

Nitrate of silver has advanced in the interval in sympathy with the price of the metal, and the revised range is 40c to 43½c.

Nitrate of strontia is firmer, and values show an advance to 7½c to 7¾c for barrels and kegs respectively.

Saltpetre is in steady moderate request and the market is firm at 4½c to 4¾c for crude.

Tannic acid prices are lower, the new range from manufacturers showing a decline to 48c to 55c for crystals. Powdered is nominally unchanged at 34c to 40c.

Tartaric acid is seasonably dull, there being only a retail demand at the quoted range of 29c to 29¼c for crystals and 29½c to 29¾c for powdered.

#### Essential Oils.

Anise continues in upward tendency and values are higher in sympathy with advices from primary sources. High test oil commands \$1.25, and down to \$1.15 is named for low grade oil.

Camphor is maintained with firmness, and a good demand is experienced at an advance to 9c to 15c.

Cassia is maintained with noticeable strength in the face of limited offerings from producing points; 77½c to 80c is asked, but sales do not exceed jobbing quantities at this range.

Cedar wood has developed increased firmness, and values show an advance to 21c to 25c; leaf offers at 55c to 65c.

Citronella remains quiet and values are fractionally lower, down to 40c being named.

Clove has attracted increased attention since our last, and values have advanced to the range of 85c to 90c for cans and 87½c to 92½c for bottles.

Cubeb is firmer, in sympathy with the berries, and some holders have advanced prices to 90c to \$1.00, as to quantity.

Lemongrass has weakened in the interval, owing to freer receipts from producing points, and quotations show a decline to \$2.90 to \$3.00.

Peppermint continues in good demand and firm at the range of \$2.40 to \$2.50 for bulk, a fractional advance over previous quotations.

#### Gums.

Aloes, Curacao, is in good demand and holders are firm in their views at 6¼c to 6½c. Barbadoes is held and selling at 14c to 16c, while Cape is well maintained at 8½c to 12c.

Arabic sorts is in good demand and values are firmly maintained at the range of 7c to 11c.

Asafoetida is quiet under the influence of a limited demand, but values are unchanged at the previous range of 14c to 18c for good to prime.

Benzoin is meeting with a moderate jobbing inquiry, and quotations are maintained at 40c to \$1.00 for Siam and 28c to 30c for Sumatra.

Camphor has advanced twice since our last, the latest rise on the 6th inst. bringing quotations up to the range of 82c to 82½c for barrels and cases, respectively. Japanese is held at 81c for 2½-lb. cakes and 82c for ounces.

Gamboge is inquired for, and we hear of sales of broken pipe at 75c and of prime pipe at 77½c to 80c.

Guaic is in good seasonable demand at nominally unchanged quotations, or, say, 15c to 25c, as to quality and quantity.

Kino has been inquired for and we hear of numerous jobbing sales at 26c to 28c, as to quality and quantity.

Tragacanth is finding a good jobbing outlet, and values are well sustained at the range of 30c to 65c for Aleppo, and 35c to 80c for Turkey, as to quality and quantity.

#### Roots.

Arrowroot is in light supply and firmer, with quotations marked up to 7c to 7½c.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, NOVEMBER 27, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 8713 Walnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G. .... Editor.

THOMAS J. KEENAN. .... Associate Editor.

ROMAINE PIERSON. .... Manager Chicago Office.

\$1.50 a year. 15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT.

TECHNICAL QUIBBLES. It would appear that the Greater New York Branch of the State Board of Pharmacy had abandoned its efforts to "catch" retail pharmacists on tincture of iodine deficient in iodine

strength and was now bending its energies in directions calling for the exercise of less chemical knowledge and more of finesse and adroitness. Prescriptions are being circulated by inspectors of the board calling for "acid. tannic." and "alumin. sulph.," and when the unsuspecting apothecary dispenses the ordinary potash alum of the drug store for "alumin. sulph." he is taken to task by the minions of the board. Many of the prominent members of the trade in this vicinity share our own opinion that the board might find a better outlet for its energies than in harassing retail pharmacists over such trivial technicalities as this.

It will be welcome news to the retail drug trade that the Internal Revenue Department has decided to postpone the date when the ruling in regard to the Federal liquor tax on certain proprietary medicines containing alcohol will take effect. Latest advices indicate that the new order will not become operative until January 1, instead of on December 1, as originally announced. The reason for the postponement, as stated by Commissioner Yerkes, is that the department desires to give the trade sufficient time in which to dispose of stocks of such medicines as may be affected by the ruling. It is expected that a list of such preparations will be made public by December 1 and thus afford retailers sufficient time in which to prepare for the enforcement of the order. Washington advices indicate that it is the department's intention to add to the list of dutiable proprietaries from time to time as analyses proceed. It is satisfactory to note that the manufacturers of such remedies as are placed under the Government ban will have an opportunity by the postponement of the ruling to change the nature of their compounds by reducing the percentage of alcohol contained therein so as to escape liability to the Federal liquor tax; whether proprietors will take such a step or not, of course, remains to be seen.

A QUEER OBITER DICTUM. The New York State Board of Pharmacy has maintained in the face of contradiction that the pharmacist has no right to put up a preparation official in the Pharmacopœia of a different strength from the official standard, even if the pharmacist should indicate on the label of the container that it was "Jones' Tincture of Iodine" he was selling and not the preparation of the Pharmacopœia. The western (Buffalo) branch of the board has been at pains to get legal advice on the question, and a firm of Buffalo attorneys has obligingly responded with an *obiter dictum* fully sustaining the board in its contention. This opinion is so curiously wide of the mark that we reprint it in full, *verbatim, literatim et punctuatim* elsewhere, merely pausing here to remark that it is so evidently prepared to suit the exigencies of some particular case as to make it of no value whatever in a court of law. Leaving out of consideration the value of an attorney's opinion on a question subject to review by the courts, and any question of the purely ethical side of the matter—it being unnecessary for us to reiterate our abhorrence of willful adulteration or sophistication—it yet seems to us that a consumer of tincture of iodine or any other pharmacopœial preparation has a perfect right to demand and obtain a special preparation, either weaker or stronger than the pharmacopœial standard if he so elects. There is no question here of substitution or misrepresentation, and it is on all fours with the special directions of a physician on prescription that —e. g.: Heyden's *Unguentum Hydrargyri* he employed in fill-



ing it. We do not think the board has strengthened its position by the publication of the opinion in question.

#### The Loder Suit.

The hearing in the suit brought by Constantine G. A. Loder against various proprietors, wholesale druggists and retail druggists of Philadelphia has attracted much general interest, not only in trade circles, but likewise among those not engaged in the business. A report of the hearing appears in another column.

It is pretty generally understood that this is not the suit of Mr. Loder alone, but that he is assisted in this effort by the entire "cutting" fraternity in the country. In other words, it is simply a continuance of the legal battle which has been fought for many years between the advocates of price protection and those of price demoralization.

Those who are familiar with organization work understand thoroughly that there are no combinations or agreements between the three different associations connected with the trade, as such, and that whatever action is taken is the result of individual contracts and individual business judgment. The wholesale druggist has contracts with rebate and tripartite proprietors which he is bound to maintain or take the risk of having supplies of proprietary goods denied to him. The Direct Contract Serial Numbering proprietors have contracts with wholesale druggists as wholesale agents and with retail druggists as retail agents. These are the only classes of contracts in force and there are no others. It is unfortunate, however, that some retailers in their zeal have at times been more or less imprudent in their actions, and these conditions, when brought out on the witness stand, have been unfortunate, not because the acts mentioned were illegal of themselves, but because, when taken in connection with other conditions, they might seem to one not otherwise informed to indicate the collusion which the plaintiff claims.

The testimony given by proprietors and wholesale druggists seems thus far to have been practical and vigorous. One wholesale druggist testified that he is willing even now to sell Mr. Loder any goods the sale of which is not controlled by his contract with proprietors. Two others testified that their action in refusing goods was based entirely on their own business judgment and not on any influence brought to bear by retailers. The representative of a large manufacturing house testified that his firm refused supplies because Mr. Loder cut their individual minimum prices and not because he was listed as an "aggressive cutter."

The newspapers have given much space and wide publicity to the case for several reasons. The general outcry against trusts no doubt leads them to believe that the subject is interesting to the public. It is of course impossible for the average reporter, without any previous knowledge of the subject, to grasp the details of the various price protective plans, and consequently he is disposed to dilate especially upon what strikes his fancy. Generally the points to which he calls attention are the unimportant ones, and the really important elements of the case he passes by. In addition to this the attorney for the plaintiff is evidently using the case as a means of advertising himself, and before the trial really commenced furnished the local newspapers with an unlimited supply of sensational matter.

The case has been in many respects monotonous and tiresome, and a large part of the evidence placed before the jury has been in the shape of depositions taken at Chicago and In-

dianapolis, over 5,000 pages in all. In addition to this there have been innumerable extracts read from the annual proceedings of the National Wholesale Druggists' Association, and these as well as the depositions have seemed uninteresting to the jury. One attendant stated that "all the members of the jury had not been asleep all day, but there had been no time during the session that at least one of them had not been asleep."

The attorney for the plaintiff, Henry J. Scott, talks loudly, points his finger at the witness, distorts his testimony and then tries to browbeat him into accepting the garbled version as correct. On behalf of the defense there is quite a group of lawyers gathered, the chief of whom is the eminent attorney, John G. Johnson, who leads the action in the defendants' behalf. His methods are diametrically opposed to those of Mr. Scott. Suave in manner, velvety in speech, he leads the witness on cross examination to a dangerous spot and then by one sudden question dumps him into the pit of despair, says "That's all," and leaves him there. His handling of his side of the case has been masterful, and it is quite interesting to note the degree of respect which his legal attainments cause to be tacitly accorded him. His objections are almost always sustained by Judge Holland; those of Mr. Scott are generally denied.

As has been previously stated, this suit is brought in the United States Circuit Court and under the Sherman act. In this respect it differs radically in character from all other cases of this kind which heretofore have been brought under State laws. It is said that it is the hope of the defense that the judge will decide on points of law that the case has not been sustained, and that it will not be given to the jury. The charge having been made that this is a case of conspiracy, it of course logically follows that if any one of the three parties charged with conspiracy is not guilty the case would fall to the ground.

It is sincerely hoped by all those interested in the drug trade that Mr. Loder will not win. It would simply be an invitation to every "aggressive cutter" in the land to take similar action—in fact, it has already been authoritatively announced in Philadelphia that in case this suit is successful another lawyer is ready with another client to start a similar suit.

#### Dispensing Problems.

We print in another column a series of dispensing problems with comments thereon which we commend to the consideration of our readers. The gentlemen who have been kind enough to favor us with their views as to the best methods of dispensing the several prescriptions shown are men whose skill, whose experience and whose knowledge entitles them to speak with authority. Notwithstanding this fact, there is a marked difference of opinion on several of the prescriptions. One of the members of the American Pharmaceutical Association having privately criticised this discussion as lacking in a scientific basis was invited to contribute his views, but declined to avail himself of the opportunity, stating that the problems would be given one of his students to study and report upon next year.

In the meanwhile the pharmacist is daily confronted with just such problems as these, and he must solve them at once, not after a year's study and experiment.

We hope that this discussion will prove both interesting and instructive to our readers, and we should be pleased to hear from those who are particularly interested or who should like to see similar articles in our columns in the future.

## PRESCRIPTION PROBLEMS.

## A Symposium on Practical Dispensing Difficulties.

At the Atlantic City meeting of the American Pharmaceutical Association Wm. F. Kaemmerer, of Columbus, Ohio, presented for discussion copies of 20 prescriptions taken from his files, each of which contained some point of interest. The prescriptions, written out in chalk on blue seidlitz powder paper and suspended before the members, were discussed by the practical dispensers interested in this branch of work.

In order to present this matter in interesting form we have submitted copies of the prescriptions with Mr. Kaemmerer's comments to a number of pharmacists in different sections of the country. The comments made by them are appended to each prescription, the name of the commentator being given in each instance.

Our thanks and those of our readers are due to these gentlemen who, though busy men, have taken the time to give us the benefit of their advice. In returning the slips sent with his annotations Mr. Rapelye, of Hartford, asked that in justice to himself we should state that his observations were made hurriedly and, save in one instance, without attempt at actual trial. The same conditions no doubt obtained in the case of several other contributors, though some evidently did make experiments.

Following is a list of those whose comments are given:

George M. Beringer, Camden, N. J.

William L. Cliffe, Philadelphia.

H. A. B. Dunning, Baltimore.

W. T. Hankey, Cleveland, Ohio.

Henry P. Hynson, Baltimore, Md.

Thos. D. McElhenie, Brooklyn.

Charles F. Nixon, Leominster, Mass.

Charles A. Rapelye, Hartford, Conn.

E. A. Ruddiman, Nashville, Tenn.

Wilbur L. Scoville, Boston, Mass.

G. G. C. Simms, Washington, D. C.

M. I. Wilbert, Philadelphia.

The problems and comments were presented at a meeting of the Kings County (N. Y.) Pharmaceutical Society, and the discussion aroused much interest. An account of this discussion appears on another page.

Mr. Wilbert submitted some general observations in connection with his comments, which will be found in our editorial column.

The comments which immediately follow the prescriptions are by Mr. Kaemmerer himself, as is also the following introductory note:

The following prescriptions are offered with the hope that they will bring out points that will be of service to others, should they be called upon to compound prescriptions of a like character. No attempt has been made to classify them. I shall give them just in the order in which they were received. Some of those prescriptions will bring out a few points not generally known. In one or two of them I shall call attention to a few things which are sometimes overlooked; while with others I have not been quite certain as to whether I did the proper thing in each case or not. Take prescription No. 1 as an instance:

## I.

Ferrous sulphate..... 5 grains.  
Magnesia .....10 grains.  
Peppermint water.....11 fluid drachms.  
Spirit of nutmeg.....1 fluid drachm.

## Mix.

Of such dose make 1 pint.

Directions: One teaspoonful twice a day.

This was a foreign prescription, and I had to use my own judgment. I concluded that the writer had simply neglected or forgotten to write the word "sulphate" after the word

"magnesia," and this seems to have been the case, because the prescription was refilled several times and no complaint made. This prescription is also of interest because of the way it is written. The order to make of such dose 1 pint is a little out of the ordinary method of writing a prescription.

MR. HYNSON: Without experience with this physician's prescriptions I should have used magnesium oxide. A solution of the iron salt should be made in about half of the peppermint water; a smoother mixture of the "magnesia" with the balance of the peppermint water; pour this into a suitable bottle. Wet the mortar with the solution of iron and add spirit of nutmeg. Dispense with a "shake well" label on bottle. In case a number of prescriptions of a similar character had been filled from this same physician and in all other instances he had prescribed magnesium sulphate, then only Mr. Kaemmerer's action would be justified.

MR. WILBERT: This is an instance of where the pharmacist might well call attention to the possible evils of self medication. Failing in this it is his duty to compound the formula as written. The dispensing of magnesium sulphate in place of magnesia, without further explanation, would, by many people at least, be considered counter prescribing pure and simple.

MR. DUNNING: In this prescription I think magnesia (light calcined) should have been used, unless the dispenser was able to learn from customers that, when first filled, a solution was received and not a mixture.

MR. NIXON: This prescription is an old one with us, and the sulphate of magnesia is always wanted. I believe it was wanted in this case.

MR. HANKEY: I would not feel justified in using magnesium sulphate in this prescription. I think the prescriber intended the iron to be administered in the form of the bland hydroxide instead of the astringent sulphate, as would be the case if the magnesium sulphate were used. Would therefore compound as written, using the official magnesia—viz., magnesii oxidum.

MR. SIMMS: I think magnesium oxide was intended in the above prescription, and not magnesium sulphate.

MR. BERINGER: In my opinion the intent of the prescriber is apparent. Magnesia (magnesium oxide) is plainly written and should have been dispensed. While mixtures containing ferrous sulphate and magnesium sulphate are frequently prescribed, the quantity of the latter is generally more than 10 grains. On the other hand, *magnesia* is frequently prescribed, and I have seen a number of similar prescriptions calling for this in combination with ferrous sulphate.

MR. CLIFFE: Ferrous sulphate and magnesia sulphate are commonly used in solution as a saline chalybeate and in the absence of positive information from the prescriber we should assume the sulphate of magnesia to be intended, as the resulting preparation would certainly be more efficient therapeutically than the insoluble ferric oxide which would be rapidly formed in the prescription as written.

MR. RAPELYE: This being a foreign prescription and it therefore being impossible to confer with the prescriber the method of dispensing would depend on the individual judgment of the dispenser. Taken literally he should have used magnesium oxide, but in dispensing it as he did he took the ground that the sulphate had been omitted and dispensed the commonly used mixture of ferrous sulphate and magnesium sulphate, and I am not sure but that he used good common sense in so doing.

MR. SCOVILLE: Probably magnesium sulphate was desired, as Mr. Kaemmerer decided.

MR. McELHENIE: I cannot think of any change from Mr. Kaemmerer's treatment of this unless, perhaps, to raise a query whether the foreign physician meant to have a pint made in the proportions given—i. e., about ten times the quantity. Otherwise the dose would be trifling.

## II.

Bromine ointment, 10 per cent.....1 ounce.  
Use as directed.

The base to be used is not stated. In order to make a satisfactory bromine ointment it is necessary to make a solution of bromine in water with the aid of some potassium bromide, just as we do with iodine in making ointment of iodine, where we use potassium iodide and water to dissolve the iodine; only in the case of bromine it was found necessary to use considerably more water to dissolve the bromine. I prepared this ointment in the following manner: Into a small bottle I weighed 150 grains of water, 100 grains of potassium bromide and 50 grains of bromine. These were shaken together until the bromine and the potassium bromide were dissolved. Two hundred grains of anhydrous lanolin were then placed in a mortar and the solution of bromine gradually added with constant stirring. The

result was a nice, creamy ointment without any escaping fumes of bromine.

**Mr. HYNSON:** Without experience with bromine ointments and with no information as to the base desired, I believe Mr. Kaemmerer's procedure would bring most satisfactory results. It is certainly desirable to prevent the escape of bromine, which appears to have been accomplished. Some possibly profitable experimentation might be made as to the quantities of potassium bromide and water necessary.

**Mr. BERINGER:** The external application of bromine in the form of brominated oils and ointments has been recommended and several years ago an ointment of bromine made up with petrolatum base was considerably prescribed for rhus poisoning. I should not have made a solution of the bromine, but dispensed an ointment made by rubbing up the bromine and petrolatum so as to have the bromine in as free a state as possible and in a form easily liberated on application.

**Mr. DUNNING:** Unless one is familiar with a prescription of this kind the best thing to do is to experiment with it. First of all I surrounded a large glass ointment slab with four porcelain dishes containing ammonia water and then proceeded to make the ointments by rubbing a weighed quantity of bromine directly with the base, using vaseline, lanolin and lard in turn. I also made up three lots with vaseline, lanolin and lard, respectively, the bromine having been mixed with water and potassium bromide in this proportion, viz., bromine, 48 grains; potassium bromide, 48 grains; water 60 minims. Any one of these six ointments might be called satisfactory. The bromine and lard, direct, was the best, possibly, although the solution of bromine with bromide and water is easier to work with.

**Mr. SIMMS:** Owing to the insolubility of bromine in lard or petrolatum I should decline to compound the above prescription unless the physician would allow me to use sufficient bromide of potassium and water to make a perfect ointment.

**Mr. CLIFFE:** We should treat it in the same manner as an iodine ointment of the same strength, only using a bromide instead of an iodide to effect solution. The best ointment base would be lanolin on account of complete miscibility with aqueous solutions.

**Mr. RAPELYE:** I should question the use of lanolin unless the purpose of the prescriber was known to be the absorption of the bromine. The direct mixture of the bromine and simple ointment would have been better, although the dispenser had good precedent in proceeding in the manner that he did.

**Mr. McELHENIE:** Mr. K.'s course is capital; could not be better.

**Mr. NIXON:** I should dispense as Mr. Kaemmerer. If the bromine is incorporated with an ointment base directly it will work out in fumes. Anhydrous lanolin is the only base that will retain the necessary amount of watery solution.

### III.

Calcium sulphide.....15 grains.  
Make into 60 pills.

I have found glucose to be the best excipient for making pills of calcium sulphide. The pills hold up well and are as small as those turned out by the different pharmaceutical houses. It is not necessary to add anything in order to give size to the pills.

**Mr. SIMMS:** I should add 20 grains of sugar of milk to the calcium sulphide, and use as an excipient mucilage or glycerin of tragacanth. I think a gelatin coated pill would be acceptable to most physicians.

**Mr. HYNSON:** I believe physicians generally prefer to have such substances as calcium sulphide, the valerates, sumbul, assafoetida, etc., dispensed as coated pills. When they prescribe them in pill form glucose is undoubtedly the excipient to use, although good honey is quite as satisfactory for dark pills.

**Mr. BERINGER:** Such pills should be coated with an ethereal solution of tolu to protect from the action of the air.

**Mr. WILBERT:** There always has been, and probably always will be, a difference of opinion as to the most generally acceptable all round excipient; at least some pharmacists, and I must admit that I am one of them, prefer glycerite of tragacanth on account of its hygroscopic qualities.

**Mr. CLIFFE:** I should make  $\frac{1}{2}$ -grain pills with a mixture of cane sugar, 10 per cent.; acacia, 5 per cent., and milk sugar, 85 per cent., using syrup as an excipient.

**Mr. SCOVILLE:** I should add an equal weight of sugar of milk and mass with glucose.

**Mr. DUNNING:** I think it would have been well to have added an equal weight of milk sugar.

**Mr. NIXON:** I think it a mistake to dispense pills weighing much less than 1 grain. I should add 15 grains of powdered althæa, when with the necessary glucose a pill of presentable size would be produced.

### IV.

Calomel .....1 grain.  
Urotropin .....1 drachm.  
Mix. Divide into 12 powders.  
Directions: One every four hours.

Calomel and urotropin are incompatible.

**Mr. WILBERT:** This is one of the instances where it becomes the evident duty of the pharmacist to call the attention of the physician to the incompatibility, with a view of preventing a recurrence of the same mistake in other cases.

**Mr. HYNSON:** A trituration of calomel with milk sugar or pure kaolin is generally a safe and desirable procedure when the substance is to be mixed with other chemicals. It does not appear that calomel is incompatible with perfectly pure hexomethylenamina, but may be decomposed by the impurities of the marketed products.

**Mr. CLIFFE:** I should dispense exactly as ordered.

**Mr. McELHENIE:** I should suppose this was not dispensed at all.

**Mr. DUNNING:** I find that reaction between these two substances is very slow, and I recommend the careful drying of the urotropin (which like all chemical substances contains a little moisture) before mixing with calomel; and, further, to first dilute the calomel with a little milk sugar and mix the whole as lightly as is necessary for thorough distribution.

**Mr. SIMMS:** I should object to putting up the above prescription as written. The ingredients are incompatible, and there would be a deliquescence in the papers. The physician should be consulted if possible.

**Mr. BERINGER:** The attention of the prescriber should be directed to this and the physician should separate these remedies into two prescriptions; given at least a short time apart.

**Mr. NIXON:** I am not aware of any incompatibility between calomel and urotropin that would prevent dispensing this prescription, containing but 1 grain of calomel.

### V.

Potassium bicarbonate.....3 drachms.  
Potassium citrate.....1 ounce.  
Tincture of hyoscyamus.....3 fluid drachms.  
Syrup of tolu...A sufficient quantity to make 8 fluid ounces.

Directions: One teaspoonful every two hours.

In compounding this prescription considerable effervescence takes place owing to the potassium citrate containing an excess of acid.

**Mr. RAPELYE:** Effervescence cannot be avoided in this mixture, as a bicarbonate and a citrate always effervesce more or less. I do not agree with the dispenser that the effervescence is due to an excess of acid in the citrate of potassium, as my sample showed almost neutral.

**Mr. HYNSON:** Anything less than a trial would not be sufficient to enable me to discuss this prescription. I believe the tendency of potassium citrate in concentrated solution to separate or throw out any alcohol present will be noticed here also.

**Mr. WILBERT:** The U. S. Pharmacopœia's eighth Decennial Revision says: "The aqueous solution of the salt (potassium citrate) is alkaline to red litmus paper." Potassium citrate containing an excess of acid should, therefore, not be used in compounding prescriptions.

**Mr. SCOVILLE:** If the ingredients are right there should be no effervescence in this mixture. I have never seen an acid citrate of potassium. If an effervescence occurred I would sooner suspect the syrup of tolu than the citrate.

**Mr. RUDDIMAN:** Potassium citrate should be alkaline to litmus and not contain an excess of acid. However, there might be some effervescence even then. Many fluid extracts and the tinctures to a less degree are sufficiently acid to liberate carbon dioxide from a bicarbonate.

**Mr. CLIFFE:** As the alkaline potassium bicarbonate is palpably intended and desired by the prescriber there is nothing to be done but dispense as written—even if the bicarbonate is in excess of the limit of solubility—with a "shake well" label if necessary.

**Mr. BERINGER:** The potassium citrate used could not have complied with the official requirements. Query: Was the syrup of tolu fresh and free from acids of fermentation?

**Mr. SIMMS:** I should mix the above in a capacious mortar, half-pint or one-pint size, and allow it to stand until effervescence had about ceased. I should then put it in a four or six ounce bottle, and caution the customer to be careful in unstopping the vial, and to keep it in a cool place.

**Mr. NIXON:** Neutral potassium citrate is easily obtainable. Slight effervescence is likely to occur when fairly concentrated solutions of some salts, although neutral, are mixed with solutions of the bicarbonates of the alkalis.

**Mr. DUNNING:** The effervescence is due to the action of the acids (cinnamic and benzoic) contained in the syrup of tolu

and of the acid of the tincture of hyoscyamus on the bicarbonate. Potassium citrate should not be acid, and I do not find any in stock that will liberate carbon dioxide.

MR. McELHENIE: Make by trituration in a mortar and allow time enough.

## VI.

Sodium phosphate.....2½ ounces.  
Sodium bromide.....¼ ounce.  
Directions: One teaspoonful four times a day in water.

When sodium phosphate and sodium bromide are triturated together in a mortar, as in this preparation, a pasty semi-liquid mass results. Matters are helped somewhat if the two salts are lightly mixed on a piece of paper with a spatula. If potassium bromide is used a more satisfactory mixture is obtained, the mixture becoming only slightly moist.

MR. HANKEY: The use of a proportionate amount of dried sodium phosphate and enough of some inert soluble material like milk sugar to bring up to the required weight would probably obviate the difficulty.

MR. NIXON: Sodium phosphate contains a large amount of water of crystallization, and this causes the moist condition of the mixture. An equivalent amount of anhydrous sodium phosphate should be used and dispensed in waxed paper to protect from moisture.

MR. DUNNING: If a proportionate quantity of dried sodium phosphate is used or if the crystallized article be dried in a current of warm air a satisfactory mixture may be made. It may be advisable to also dry out the sodium bromide, to remove absorbed moisture, this salt being hygroscopic. The fact that sodium bromide usually contains more moisture and is more soluble probably explains why potassium bromide was more satisfactory in Mr. Kaemmerer's hands. Before proceeding as above suggested it would be necessary to consult the physician in regard to the altered dose.

MR. RUDDIMAN: Sodium bromide has the property of attracting a considerable amount of moisture. Rubbing in a mortar increases this property. No chemical reaction takes place in this prescription.

MR. RAPELYE: Dried sodium phosphate should have been used, but as the use of that would increase the dose it would be necessary to confer with the prescriber.

MR. CLIFFE: I should use exsiccated sodium phosphate, with which there would be no trouble.

MR. BERINGER: With consent of the physician the dried sodium phosphate should be substituted.

MR. SIMMS: I should mix the above on a piece of paper as indicated with a spatula, and transfer to a wide salt mouth bottle; would inform the customer that the mixture would become a pasty mass; but would not be rendered unfit for use on that account, as there would be no chemical change in the ingredients.

MR. SCOVILLE: Anhydrous sodium bromide I would expect to act in the same way as potassium bromide. Did Mr. Kaemmerer's salt contain water of crystallization? Sodium bromide sometimes does.

MR. HYNSON: I believe if the sodium phosphate were dried, not enough to materially lessen its bulk and the sodium bromide wholly dried, the two then lightly mixed and dispensed in a well stoppered bottle there would be no difficulty.

MR. WILBERT: There is no reason why mixtures of this kind should be triturated in a mortar; carefully mixing them by means of a spatula will insure the necessary subdivision and prevent liquefaction.

## VII.

Gold bromide.....6 grains.  
Water .....6 fluid ounces.  
Make a solution.

If a small quantity of potassium bromide be added the solution takes on a beautiful bright and clear color. Without the potassium bromide, although the gold bromide seems to be dissolved, the solution does not look bright and clear.

MR. BERINGER: The tendency of the auric halogen salts to be partially decomposed into aureous salts in evaporation is well known, and the commercial gold bromide is probably such a mixture. The addition of just sufficient sodium or potassium bromide to make a double salt will insure a permanent solution without affecting the therapeutic action.

MR. SCOVILLE: I should add a little bromine to the water and then expel the excess by heat, to get a clear liquid free from brown tint.

MR. HYNSON: If the gold bromide is not greatly decomposed the addition of the small quantity of potassium bromide cannot be objected to; it seems a convenient expedient.

MR. WILBERT: The addition of an alkaline bromide not alone facilitates solution, but also retards decomposition.

MR. RAPELYE: I see no objection to the addition of the potassium bromide.

MR. SIMMS: I should put up the prescription as written, and transfer to a glass stoppered vial; using, of course, distilled water.

MR. NIXON: I should dispense with the addition of an equal amount of sodium bromide, to retard the possible reduction of the gold salt, and put in a dark colored bottle.

MR. DUNNING: I do not see any real objection to the use of a small quantity of potassium bromide, but the most logical thing to do is to add a little bromine water and warm until clear solution is effected and excess of bromine driven off; gold tribromide is the salt intended.

MR. HANKEY: Gold bromide in good condition should dissolve in water without other additions.

## VIII.

Mercury bichloride.....A sufficient quantity.  
Petrolatum .....2 drachms.  
One in ten thousand.

I used 12 minims of a one in a thousand minims solution of mercury bichloride and enough petrolatum to make 2 drachms.

MR. HANKEY: Parts by weight should have been used throughout to insure correct results. Probably 1 grain of bichloride was used (instead of 1 minim as stated) to 1,000 minims of water, in which case the solution started with contained 1 to 948, and by using 12 minims of this solution in 2 drachms the mixture would contain theoretically 1 in 10,000 as intended, but in ordinary practice, where the minim graduate would be used, we very much doubt whether very accurate results would be obtained. When necessary to use a graduate I should prefer to measure, say, 30 or 60 minims, and increase the amount of petrolatum proportionately. For measuring small amounts of liquids we prefer to use a small (30 minim) pipette, and thus avoid the loss of liquid occasioned by adherence to the glass when using a graduate.

MR. HYNSON: Mr. Kaemmerer's method of preparing this prescription I think is an ingenious and extremely simple one and the one that will give most satisfactory results. There is no doubt but that small quantities of water easily mix with petrolatum and the possibility of the small amount of mercuric chloride crystallizing because of the evaporation of the water is a little too minute to be considered. Of course the use of metallic spatulas should be avoided.

MR. RAPELYE: The use of water was a mistake, as the petrolatum would not hold it in combination for any length of time. I should have used an alcoholic solution and warmed the petrolatum to evaporate the alcohol and then stirred while cooling or rubbed when cool.

MR. BERINGER: I consider the use of aqueous solutions of soluble salts in such ointments objectionable for several reasons. The water is apt to separate in drops from the base (especially petrolatum), and again if these watery parts evaporate the salt is left in a crystalline form. Thus in either case there will be an uneven distribution of the medicinal ingredient. I would compound such ointments by rubbing up the medication with a portion of the base till thoroughly disseminated and triturated and then incorporate with the remainder. In this particular instance, where the percentage of medication is so small, I should have first prepared a basic ointment containing 1 per cent. of mercuric chloride and 99 per cent. of petrolatum, and used the requisite amount of this to prepare the dilution specified.

MR. NIXON: I doubt if petrolatum will hold permanently 10 per cent. of an aqueous solution. I should use 6 minims of a 1 in 500 solution of mercury bichloride.

MR. SCOVILLE: I approve Mr. Kaemmerer's method.

MR. CLIFFE: I should use the equivalent of one eighty-third of a grain of the bichloride in stock solution and substitute 25 per cent. of lanolin for its equivalent of the petrolatum. It would be impossible to make a stable homogeneous ointment with the aqueous solution and petrolatum alone.

MR. SIMMS: I concur with Mr. Kaemmerer as to the manner of making the above ointment.

MR. DUNNING: The use of water is objectionable in this prescription, especially to the extent of 10 per cent. If this salve is intended for an eye ointment, I would, first, pass a small quantity of mercury bichloride through a bolting cloth, then weigh 1 grain and mix with two or three drops of olive oil and enough petrolatum to make 100 grains. I would then take 10 grains of this mixture and mix with enough petrolatum to make 100 grains. Finally I would add enough petrolatum to 12 grains of the last mixture to make 120 grains.

## IX.

Quinine sulphate.....3 drachms.  
Dilute sulphuric acid.....Sufficient to dissolve.  
Sodium salicylate.....4 drachms.  
Extract of malt—A sufficient quantity to make 12 fluid ounces.

Directions: One teaspoonful three or four times a day.

In this case I omitted the acid entirely.

MR. DUNNING: The acid should be omitted. A portion of the malt extract should be used to give the mortar a heavy coating. The quinine sulphate, previously finely powdered, should be added and rubbed to a homogeneous mixture, the sodium salicylate then added, and finally the balance of the malt extract.

MR. RUDDIMAN: It is better to leave out the sulphuric acid. If put in it would increase the amount of insoluble matter by liberating salicylic acid.

MR. SCOVILLE: A better mixture is obtained without the acid. In this case none is "q. s."

MR. RAPELYE: The omission of the acid was correct.

MR. CLIFFE: As the prescriber has ordered sodium salicylate it is proper to assume that he wishes that and not free salicylic acid, which would be the result of compounding as written. I should omit the acid and call attention of prescriber to the omission.

MR. BERINGER: I believe that pharmacists will approve of the action of the dispenser as the only correct course to pursue.

MR. SIMMS: I should compound the above as written, being careful not to use too much dilute sulphuric acid.

MR. NIXON: With or without the acid, quinine salicylate would be formed and thrown out of solution. A clear solution cannot be made. I should therefore dispense as written, using heavy extract of malt.

MR. WILBERT: Good practice, but should properly be brought to the attention of the physician.

MR. HYNSON: I am of the opinion that separate solutions of the quinine sulphate and sodium salicylate could be made in divided portions of the extract of malt and the two mixed without the decomposition of the sodium salt within the time required for the medicine to be taken. No more acid should be used than is absolutely necessary.

## X.

Ammonium iodide.....1 drachm.  
Apomorphine.....1 grain.  
Dilute hydrochloric acid.....10 minims.  
Syrup of licorice.....1 fluid ounce.  
Peppermint water.....2 fluid ounces.

Directions: One teaspoonful every three or four hours.

Here again the acid was omitted entirely.

MR. NIXON: Apomorphine alkaloid is not easily obtainable. Whether the alkaloid or a salt is used an insoluble apomorphine iodide is formed. The acid prescribed will liberate hydriodic acid, and this in turn will liberate free iodine. It is questionable if a prescription should be dispensed in which a powerful alkaloid is held in suspension, but in view of the fact that this alkaloid is a powerful emetic I should dispense it with special precaution to shake well. I should leave out the acid.

MR. SIMMS: I think the acid should be omitted in the above.

MR. HYNSON: I indorse the action of the dispenser in this instance.

MR. WILBERT: Here again the reasons for omitting the acid should be brought to the attention of the physician.

MR. CLIFFE: I should omit the dilute hydrochloric acid, making separate solutions of ammonium iodide and apomorphine previous to mixing with syrup of licorice.

MR. RAPELYE: The omission of the acid was correct, but I should have used apomorphine hydrochloride.

MR. SCOVILLE: I should use the acid in this case to insure the solubility of the apomorphine. The mixture would be more presentable without it, but with alkaloids I would prefer to precipitate the glycyrrhizin rather than take chances with an insoluble excess of alkaloid.

MR. DUNNING: The acid should be left out and apomorphine hydrochloride used. The apomorphine hydrochloride should be dissolved in 1 ounce of the peppermint water and mixed with the syrup of licorice; the ammonium iodide dissolved in the other ounce of peppermint water and the two solutions mixed.

MR. RUDDIMAN: Leaving out the acid in this prescription is questionable, since apomorphine is called for and not the salt. If apomorphine hydrochloride is used a better mixture will be obtained by leaving out the acid.

## XI.

Salicylic acid.....3 drachms.  
Potassium acetate.....4 drachms.  
Glycerin.....1 fluid ounce.  
Water.....4 fluid ounces.

Directions: One teaspoonful four times a day.

Quite contrary to what one would expect, this makes a perfectly clear solution without any difficulty. This is not entirely due to the solvent action of the glycerin on the salicylic acid, but I am inclined to believe that the solutions of alkali acetates have the power of dissolving considerable salicylic acid.

MR. WILBERT: This is a fact not generally known that might very profitably be brought to the attention of physicians with a view of having the therapeutic action of such a mixture compared with the action of the now popular acetylsalicylic acid.

MR. SCOVILLE: Salicylic acid is dissolved by several of the potassium and sodium salts of organic acids.

MR. RAPELYE: I should have expected this to be a solution as the alkaline acetates are solvents of salicylic acid.

MR. CLIFFE: A common form of prescription for the administration of salicylic acid in Philadelphia. I should dispense as written, which would yield a clear, permanent solution.

MR. HYNSON: Concentrated solution of potassium acetate or ammonium acetate are well known and excellent solvents from salicylic acid. The acid should be dissolved before these solutions are fully diluted. Alcohol and glycerin naturally assist in these instances, although not necessary. The same observation applies to the prescription following this.

MR. BERINGER: This is not contrary to what should be expected. It is a very well-known fact that solutions of such salts of the alkalies as ammonium acetate, potassium acetate, potassium citrate and sodium phosphate are excellent solvents for salicylic acid.

MR. RUDDIMAN: Salicylic acid is rendered more soluble in water by the presence of several neutral salts, such as citrates, acetates and phosphates of the alkalies. (Allen, Org. Anal., III, Part I, 51.) In all probability salicylic acid displaces some acetic acid forming the soluble potassium salicylate and citric acid.

MR. SIMMS: There is nothing to criticize in the above.

MR. NIXON: It is well known that acetates, citrates and phosphates of the alkalies dissolve salicylic acid. I should expect a clear solution.

MR. DUNNING: It is a comparatively well-known fact that alkali acetates will facilitate the solution of salicylic acid.

## XII.

Salicylic acid.....2 drachms.  
Solution of ammonium acetate.....2 fluid ounces.  
Spirit of nitrous ether.....1/2 fluid ounce.  
Syrup.....1/2 fluid ounce.

Directions: Two teaspoonfuls every three hours until relieved.

In compounding this prescription the salicylic acid was mixed with the solution of ammonium acetate and filtered. To the filtrate I then added the spirit of nitrous ether and the syrup. Salicylic acid is incompatible with spirit of nitrous ether, but as no harmful compound is produced I think it was proper to dispense this prescription. As the greater part of the salicylic acid was dissolved by the solution of ammonium acetate, I thought it best to filter the solution and dispense a clear preparation.

MR. SCOVILLE: The appearance of this will depend upon the condition of the spirit of nitrous ether. If neutral, no action will be noted at first. If acid, the brownish nitro-salicylic acid will be formed. This is likely to form in the first case on long standing.

MR. HANKEY: I should have the solution of ammonium acetate slightly alkaline, and if necessary use a small additional amount of ammonia water to dissolve the remaining salicylic acid rather than filter out part of the most active ingredient in the prescription.

MR. NIXON: This is another case of an alkaline acetate being used as a solvent for salicylic acid. The U. S. P. solution of ammonium acetate is slightly acid, and for this reason the salicylic acid is not wholly dissolved. If the solution is neutralized with ammonia a clear preparation will result.

MR. DUNNING: There is insufficient ammonium acetate to effect solution of the salicylic acid, yet it should not have been filtered out, because the addition of the strongly alcoholic spirit of nitrous ether and the syrup is sufficient to cause solution. Solution is facilitated by very little heat.

MR. BERINGER: The syrup and likewise the spirit of nitrous ether will aid in dissolving the salicylic acid. I should have expected entire solution in such a mixture of diluents, and would have filtered only if necessary to obtain a clear solution after all the ingredients had been added. The incompatibility of salicylic acid and spirit of nitrous ether is probably imaginative.

MR. CLIFFE: I should make 1 fluid ounce of neutral liquid ammonia acetate of double strength, in which I should dissolve the salicylic acid with the aid of the spirit of nitrous



ether (which should not be acid), and 2 or 3 fluid drachms of alcohol; then add syrup and water to make the quantities of liquid as ordered. The result is a clear, permanent solution containing all of the ingredients in solution.

Mr. SIMMS: In my opinion the above was properly mixed by Mr. Kaemmerer.

## XIII.

Potassium citrate.....1 ounce.  
Ammonium benzoate.....4 drachms.  
Water..A sufficient quantity to make 4 fluid ounces.  
Directions: A teaspoonful every three hours.

This does not make a clear solution, as one would expect. I dispensed it with a "shake well" label attached.

Mr. DUNNING: Ammonium benzoate is soluble in 5 parts of water, potassium citrate in 6 (6-10) parts. This prescription should produce a clear solution. The cloudy mixture is probably due to the fact that in evaporating the ammonium benzoate solution in course of manufacturing the ammonium benzoate ammonia is given off and some acid ammonium benzoate formed, which requires 60 parts of water for solution. Further, ammonium benzoate loses ammonia on standing, especially if not tightly corked. Either the sparingly soluble ammonium acid benzoate may be formed or, in the latter case, the almost insoluble benzoic acid left behind. A clear solution may be and should be made of this prescription by dissolving ammonium benzoate in 3 ounces of water, adding sufficient water of ammonia to make it slightly alkaline, warming to drive off excess of ammonia, then dissolving the potassium citrate in the solution and making up to 4 ounces.

Mr. WILBERT: Reasonably pure chemicals should make a perfectly clear solution, and one that will remain clear. There are two possible sources of trouble: Chemicals that contain an appreciable amount of insoluble admixture, and chemicals that contain an excess of free acid, either of which is objectionable.

Mr. NIXON: Ammonium benzoate, as found in the store, has frequently lost a part of its ammonia, leaving insoluble benzoic acid. By adding ammonia drop by drop to make up for this deficiency a clear solution will result.

Mr. RAPELYE: A perfect solution can be made by dissolving the ammonium benzoate first, and then adding the potassium citrate and then slightly warming. Much will depend on the condition of the ammonium benzoate, as if that salt is old it is quite insoluble, and would need the addition of more or less ammonia to make it entirely soluble. Later, the solution on standing for some time showed a flocculent precipitate, which was unmistakably benzoic acid, as it was readily dissolved on the addition of ammonia.

Mr. RUDDIMAN: Ammonium benzoate requires 10.5 parts of water at 25 C. for solution, consequently in this prescription there will be some undissolved.

Mr. SCOVILLE: I should add enough ammonia water to obtain a neutral solution of the ammonium benzoate. This salt is liable to lose ammonia and become less soluble. I should expect to obtain a clear solution by the use of ammonia water.

Mr. HYNSON: I am surprised at this. I think the ammonium benzoate must have been faulty, although after trial I conclude that the combination may have resulted in a super-saturated solution. Let the experimenter try ammonia water carefully added, drop by drop.

Mr. CLIFFE: Adding 4 fluid drachms of alcohol in place of that much water and gently warming would result in a permanent solution that would remain clear.

Mr. BERINGER: The intent of the prescriber to administer in each dose 15 grains potassium citrate and 7½ grains ammonium benzoate is apparent. To dispense with a "shake well" label and a suggestion to the patient to dilute each dose with water appears sufficient.

Mr. SIMMS: I approve of Mr. Kaemmerer's treatment of this mixture.

Mr. HANKEY: A practically clear solution can be obtained by the addition of a few drops of stronger ammonia, or solution of potassa to take up the liberated benzoic acid and replace any deficiency of ammonia in the ammonium benzoate. An excess of alkali is not necessary.

## XIV.

Morphine sulphate.....8 grains.  
Potassium cyanide.....4 grains.  
Aromatic sulphuric acid.....2½ drachms.  
Syrup of wild cherry..A sufficient quantity to make 4 fluid ounces.

Directions: A teaspoonful three times a day.

This was dispensed without any harmful results following.

Mr. HYNSON: This is simply a question of resulting dosage.

Mr. CLIFFE: I should dissolve the morphine sulphate and the cyanide separately in small portions of water; add each solution in turn to about half the syrup of wild cherry, shaking after each addition; then add the acid and balance of syrup of

wild cherry. We have frequently dispensed similar mixtures with "shake well" labels.

Mr. HANKEY: I should want to be satisfied that this was for an adult.

Mr. BERINGER: The physician understood what was required and got it.

Mr. SIMMS: I should dispense the above as written.

Mr. NIXON: The dose of potassium cyanide is not excessive. This is evidently used as a cough sedative.

Mr. DUNNING: There is no criticism to be offered of this prescription because the amount of hydrocyanic acid liberated from the potassium cyanide will not exceed the ordinary doses of dilute hydrocyanic acid.

## XV.

Magnesium sulphate.....3 ounces.  
Aromatic sulphuric acid.....2½ fluid drachms.  
Syrup..A sufficient quantity to make 8 fluid ounces.  
Directions: Take a tablespoonful two or three times daily in water.

The magnesium sulphate was first dissolved in 3 fluid ounces of water, the acid was next added, and then enough syrup added to make 8 fluid ounces.

Mr. CLIFFE: A common prescription in Philadelphia. We should use a couple of ounces of water in place of the equivalent of syrup.

Mr. DUNNING: Somewhat contrary to my expectations the magnesium sulphate will not remain in solution after standing over night when dissolved. Use the syrup without addition of water by the aid of gentle heat. If the magnesium sulphate is dissolved by the aid of heat in a mixture of water, 1½ ounces, and syrup sufficient to make six ounces the solution will be permanent.

Mr. NIXON: No comment seems necessary.

Mr. SIMMS: I approve of Mr. Kaemmerer's mode of mixing.

Mr. BERINGER: The substitution even of water for a portion of the syrup is a questionable expedient. Warming the syrup should have been sufficient to insure solution.

Mr. HYNSON: I should compound this prescription by dissolving the epsom salt in four fluid ounces of water with the aid of heat. In this solution I would dissolve four ounces of sugar and add sufficient of this syrupy solution to the aromatic sulphuric acid to make eight fluid ounces.

## XVI.

Fluid extract of digitalis.....1 fluid drachm.  
Put into 20 capsules.  
Directions: One every three hours.

Carbonate of magnesia was used to absorb the fluid extract of digitalis and the mixture then made into a pill mass with the aid of glycerite of tragacanth. This was then divided into 20 equal parts and each inclosed in a capsule.

Mr. RAPELYE: It is a good principle where the addition of anything is necessary to the better dispensing of a prescription that such addition shall be an absolutely inert substance; magnesium carbonate not being absolutely inert should not have been used. I think a better method would have been to have filled a small capsule with sugar of milk and then have dropped the fluid extract on that.

Mr. HYNSON: Sufficient milk sugar to fill twenty No. 3 capsules should be used and the fluid extract triturated with it. If not sufficiently dry the surplus moisture should be driven off by gentle and carefully applied heat.

Mr. WILBERT: The massing of materials that are directed to be dispensed in capsules is a practice that is very properly, I think, objected to by many physicians, unless, of course, it is specifically ordered. The addition of an innocuous powder is, of course, permissible, but should be followed by a courteous explanation to the physician with a view of inducing him to direct the more desirable absorbent on other occasions. The use of magnesium carbonate might be objected to.

Mr. NIXON: In the absence of capsules designed for liquids this might be dispensed as above. I should prefer, however, to use dried starch as an absorbent. The alkaline character of the magnesium carbonate might change some of the complex constituents of digitalis.

Mr. DUNNING: I should put these capsules up dry by evaporating (with gentle heat on a water bath) the fluid extract of digitalis with milk sugar.

Mr. SIMMS: I should put the fluid extract into a dish and evaporate the alcohol; then mix with sufficient quantity of licorice powder and form a mass with glycerite of tragacanth. Divide into 20 equal parts and put each in a capsule.

Mr. RUDDIMAN: Magnesium carbonate is a little alkaline and in continued contact with the active principles of digitalis it would be liable to decompose them. I should prefer to evaporate the most of the liquid and dry with powdered licorice.

MR. BERINGER: Every pharmacist has his own preference as to the method to be adopted for making capsules. Magnesium carbonate is neither inert nor without action on the constituents of digitalis. I should have distributed the fluid extract on some sugar of milk, starch or other inert substance, allowed to partly dry and then made into a mass with tragacanth and divided the mass.

MR. CLIFFE: I should gently warm the fluid extract in a small watch glass to get rid of alcohol and mass the residue with powdered althaea and licorice.

MR. SCOVILLE: I should prefer to use powdered licorice root to absorb the fluid extract.

## XVII.

Creosotal ..... 1½ fluid drachms.

Basham's mixture ..... 4 fluid ounces.

Directions: Two teaspoonfuls after each meal.

The creosotal was emulsified with the aid of 1 drachm of acacia and 2 drachms of water. The Basham's mixture was then gradually added to this emulsion.

MR. WILBERT: Prescriptions of this kind are always the outcome of lack of knowledge or of thoughtlessness, and are usually corrected, if properly brought to the attention of the physician. In case a physician insists on having the prescription dispensed, as written, the use of tragacanth in place of acacia would be preferred by many.

MR. HYNSON: I should use sufficient accacia and water to make a 2 fluid ounce emulsion of the creosote, and to this add gradually 2 fluid ounces of *double strength* Basham's mixture.

MR. BERINGER: This is possibly as well as could be generally done. If the physician was accessible I would have suggested the advisability of administering these two remedies separately.

MR. CLIFFE: I should emulsify in a warm mortar and then add the Basham's mixture.

MR. RAPELYE: Without experimenting I should say that the course pursued is probably as well as could have been done.

MR. SIMMS: I approve of the manner of mixing the above adopted by Mr. Kaemmerer.

MR. NIXON: I should dispense as does Mr. Kaemmerer.

MR. DUNNING: I agree with Mr. Kaemmerer's method of compounding this prescription.

## XVIII.

Tincture of chloride of iron ..... 1 fluid ounce.

Dilute phosphoric acid ..... 2 fluid ounces.

Glycerin ..... 2 fluid ounces.

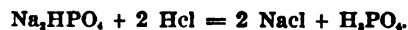
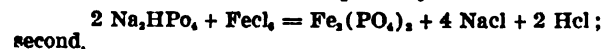
100 per cent. solution of sodium phosphate.

A sufficient quantity to make 8 fluid ounces.

Directions: A teaspoonful in a half glass of water after each meal.

This makes an unsatisfactory mixture no matter how you prepare it. The most satisfactory mixture was obtained by shaking the glycerin and the solution of sodium phosphate in a bottle and gradually adding the dilute phosphoric acid previously mixed with the tincture of chloride of iron. This makes a creamy looking mixture.

MR. DUNNING: I find that a perfectly clear light greenish solution may be made of this combination in the following manner: Mix the glycerin, dilute phosphoric acid and the tincture of iron chloride, then add the sodium phosphate solution and warm until solution is effected. The cause of precipitation is no doubt the formation of ferric phosphate,  $Fe_2(PO_4)_3$ . There are many reasons why this prescription should make a clear solution. The first reaction is probably this:



(This causes solution of ferric phosphate.)

Besides the free phosphoric acid there is considerable free citric acid in the solution of citro-phosphate of sodium. Citric acid also has solvent action on ferric phosphate. It must be remembered that the concentrated solutions of sodium phosphate on the market often contain different proportions of citric acid or other agents to effect solution of sodium phosphate. It is, however, suggested that by the careful addition of citric or phosphoric acid a clear solution may be made of this prescription with any make.

MR. CLIFFE: To make a perfectly clear, stable solution I should proceed as follows, using the tinct. ferri citro-chlor. N. F. in place of the U. S. F. tincture of iron. To the tinct. ferri citro-chlor. add the glycerin and solution of sodium phosphate, mixing thoroughly, and, lastly, add the dilute phosphoric acid.

MR. WILBERT: The best remedy for this prescription, as for a number of others, is a sensible heart to heart talk with the prescriber.

MR. HYNSON: This is an interesting prescription and can, I believe, be dispensed in clear solution by adding the phosphoric acid directly to the concentrated solution of sodium phosphate.

MR. NIXON: I should dispense as Mr. Kaemmerer does, since a clear solution cannot be obtained.

MR. SIMMS: I cannot suggest any better way of mixing the above ingredients than that followed by Mr. Kaemmerer.

MR. BERINGER: It is presumed that the solution of sodium phosphate used was that now official. The addition of a slightly increased amount of citric acid might clear the solution.

MR. RAPELYE: This would require considerable time for experiment in order to determine the best method and therefore I shall have to pass it.

MR. HANKEY: The same result would be obtained by adding the glycerin to the tincture of chloride of iron, followed by the acid and then gradually adding this mixture to the sodium phosphate solution, with constant agitation.

## XIX.

Iron pyrophosphate ..... 2 drachms.

Dilute phosphoric acid ..... 8 fluid drachms.

Syrup. A sufficient quantity to make 8 fluid ounces.

Directions: A teaspoonful in water an hour after meals.

Notwithstanding the fact that it has been preached for the last 20 years that the official dilute phosphoric acid is incompatible with solutions of phosphate of iron and pyrophosphate of iron, and that in cases of this kind we are to use the dilute metaphosphoric acid of the National Formulary, I feel satisfied that a great many druggists either forget about it or leave out the acid entirely whenever they get a prescription of this kind. I am led to this conclusion by the difficulty I had in finding some of the metaphosphoric acid.

MR. HANKEY: No difficulty need be experienced with this prescription even when ordinary diluted phosphoric acid is used, providing the iron pyrophosphate is first dissolved in 3 fluid drachms of hot water, the syrup added and lastly the diluted phosphoric acid in small quantities, agitating after each addition.

MR. NIXON: In this prescription diluted metaphosphoric acid should no doubt be used. I should expect, however, that after a time precipitation would occur by the change of the meta- to orthophosphoric acid.

MR. WILBERT: It is better to confer with physicians too frequently than not enough. Many practitioners add acids to prescriptions with a view of facilitating solution and are usually duly grateful when the fallacy of this practice is pointed out to them. Articles mentioned in prescriptions, unless otherwise specified, are to be considered as being those described by the U. S. Pharmacopœia. The use of articles of different strength or different quality is substitution, unless, of course, it is done with the knowledge of the prescriber.

MR. SIMMS: I would use the solution of metaphosphoric acid in the above.

MR. BERINGER: The prescriber's attention should be called once more to this incompatibility.

MR. CLIFFE: Use solution of glacial phosphoric acid, C. P., 10 per cent. instead of official dilute phosphoric acid.

MR. RAPELYE: The use of metaphosphoric acid was the correct method.

MR. DUNNING: Ordinarily, in prescriptions of this class, if there is sufficient phosphoric acid presented to cover precipitation I agree with Mr. Kaemmerer that the dilute metaphosphoric acid should be used (though I am somewhat reluctant to admit that I would not have thought of it). In regard to this prescription there is scarcely sufficient phosphoric acid directed to cause precipitation in an aqueous solution. (This assertion depends somewhat on the make of the scale iron pyrophosphate.) If the iron pyrophosphate is dissolved in the syrup by heat (any water lost being replaced), the solution allowed to cool and then the dilute phosphoric acid added a perfectly clear, permanent solution will result.

## XX.

Hyosine hydrobromate ..... 2 grains.

Make into 21 pills.

Directions: One after each meal.

In cases of this kind I always add enough of some inert powder to make the pills weigh about 1 grain each. In this instance I used 15 grains of powdered arrowroot and a little glucose as an excipient.

MR. BERINGER: Was this 2 grains or 0.2 grains? As printed, 2 grains, should not have escaped comment and correction. While the manipulation may be correct, I hope that the patient survived the dose of nearly 1-10 grain of hyosine hydrobromate. Untoward effects are frequently obtained from relatively quite small doses of hyosine, and I will not dispense doses in excess of 1-100 grain unless certain that the physician is intentionally exceeding that limit.

MR. WILBERT: The dose here given is ten times the average dose of the U. S. Pharmacopœia, and should not be dispensed without consulting the prescriber.

Mr. RAPELYE: In dispensing the above I should have made pills of  $\frac{1}{2}$  grain.

Mr. CLIFFE: I should make all granules of this kind of about  $\frac{1}{2}$  grain each, with a mixture of cane sugar, 10 per cent.; acacia, 5 per cent.; milk sugar, 85 per cent. I should not dispense this dose of hyoscine hydrobromate unless specifically authorized to do so by a responsible prescriber.

Mr. SIMMS: The manipulation of Mr. Kaemmerer is, I think, unexceptionable.

Mr. NIXON: The comment is on the large dose, the maximum dose usually prescribed being 1-60 grain.

Mr. DUNNING: I would make these pills weigh about  $\frac{3}{4}$  grain each, using milk sugar as diluent and honey as an excipient.

(Written for the American Druggist.)

## CHARACTER AND CONFIDENCE—THEIR PART IN ORGANIZED STRENGTH.

By JOEL BLANC.

A great financier, in speaking of a man who had gone astray, said: "After all is said and done our only protection is in common honesty. Confidence in a man of character is better protection than any bond."

How true this is can be proven on a moment's reflection: In our personal dealings with men how little we think of the protection of law. In business and credit, in religion and belief, in doctor and medicine, in friend and favor, we depend upon common honesty and show our dependence by the confidence through our judgment of character. Confidence in those whom we know is our guide, comfort and strength, and we depend upon it everywhere, except in our drug trade organizations.

In those whom we should know best, because of the fact that their thought and action follow the same paths as our own, we show no confidence. All our organized effort is clouded by dark pessimism. Why? Because we do not know each other; because we cannot place confidence in a man until we know his character and we cannot know his character until we know him. We base our ever changing judgment upon his reputation, forgetting that a reputation may be made or ruined by the babble of the village gossips, while his character is himself—the man.

A man's character cannot be measured by the money he has made nor yet by what he has done. The man of character is greater than his performances, no matter how great the latter may be. In the presence of such a man we are surprised at no great act of his, but feel that within him lies the power to do much greater things. This feeling is confidence, and, though our judgment may sometimes fall, it is the safest, surest measure of man by man that man has ever known.

We cannot know a man's character except by personal contact. Through printed or written words we may know all that he does, all that he says, but without direct contact we cannot know the motives from which emanate these doings and sayings; without knowing him we cannot know what he is. If we know what he is we not only know how much confidence to place in him, but by comparison we learn how much confidence he can place in us; and in the consciousness of our own comparative frailty we determine to be stronger—to possess character.

The man of character may say little, may do little, but in his presence we feel a something which makes that little great. We follow his lead, knowing, absolutely knowing, that he leads in the right direction in the right way.

Another may appear more brilliant, may say—even accomplish—more; we may be unable to detect a wrong action; we may vote for him and with him; we may follow him; and yet in his presence we feel that the acts are greater than the man; that there must be some ulterior motive in what he does; we feel that he lacks in character and we cannot confide in his common honesty. On the other hand, there is something in the very atmosphere surrounding a man of character which makes us feel that we prefer defeat with him to victory with the other. That temporary defeat with him presages permanent victory, while temporary victory with the other presages

disgraceful, permanent defeat, because our personal knowledge of each is the key to the character that prompts the motives governing their actions.

In our organization work many men have risen to prominence. Think for a moment of one who has become prominent and has several fine stores, then permit your mind's eye the next moment to rest upon one who has become equally prominent and yet whose place in the code of Bradstreet is humble indeed. Which is the man of character? Which the man of mere reputation? We cannot tell unless we know them both.

This questioning of motives because of the lack of knowledge of character through personal contact is the greatest drawback to the progress of our organization work to-day. It is the cause of all our suspicions and accusations, of our lack of solidarity, of our financial weakness, and of all those things which hinder us from procuring and following the mightiest of leaders to greatest success.

Before organization we were in the position of individual bodies, each of which was surrounded and hidden by its own atmosphere of fog. Now the personal units have partly gathered into groups or constellations, but they are still vastly outnumbered by the pathless, frictionless meteoric atoms.

We have too many members who pay pew rent and then stay away from church because they do not like the preaching they have never heard. In local, State and national meetings we find that not only is the attendance but a small percentage of the membership, but that the same men come and the same men stay away.

If we can only get these stay aways to attend we must surely find among them some whose character will make of them leaders greater than any we have ever had. Or through their presence we may develop among our present leaders men with power of which we have never dreamed.

What can we do to increase attendance, so that we may judge each other as we truly are? To know each other's character and support and develop the characters of those who are fitted to lead?

We must tear away the last vestige of old-time diplomacy; we must adopt the diplomacy—the new diplomacy—of the men who lead the world to-day. We must remember that diplomacy no longer means indirectness, suavity, deception. We must practice the diplomacy that has been given to and defined for us by Roosevelt, Hearst, Folk, Weaver, La Follette, Jerome and Emperor William. The diplomacy that goes straight to the mark and not in the curves of a boomerang; the diplomacy that is blunt without bitterness; that creates discussion without invective, personal effort without personal abuse; the diplomacy that shows the crystal-clear character of the man rather than the turgid policy of a party.

Use this diplomacy in every meeting from the village local to national convention. "There will be wars and rumors of wars," but these will be wars in which the defeated shall find victory and the victors gain brothers.

I want to see the time when the man who wants to be elected to an office will come right out and say so, and then hustle to get it. I want to see the time when men will go to their meetings and speak just as plainly on the floor as they do behind their counters. I want to see the time when the kicker will take his kicks to meeting and kick with both feet. I do not want to see the time when personal abuse, unprovable accusations, petty localism or braggadocia shall be used as weapons of war. I want to see the time when every man who goes to a meeting will know what his organization is for and with clear ideas as to how he thinks its purposes should be achieved. I want to hear him express his beliefs in clear, emphatic and yet self-possessed argument. Then will the blood flow through the veins, then will voices ring with sincerity, then will the nonattendants rush to the next meeting to join in the fray, then will each man fight until he conquers or is thoroughly whipped, then will the conqueror grasp the hand of the vanquished and raise him to true fraternity. Then shall all faces be turned toward the outward foe. Then shall we have a fearless, invincible army, an army in which each man has confidence in all the others because every one shall have proven to be a man of sterling character.

## Questions of the Pennsylvania Board.

At the last examination of the State Pharmaceutical Examining Board of Pennsylvania the following questions were asked of candidates:

- (a)—R. Pepsin. lam.....3j.  
Ac. hydroch. dil.....3vss.  
Glycerini opt.....3iv.  
Syr. aurant. flor.....3vj.  
Aqua destill., q. s. ft.....3iv.

Sig.—A teaspoonful after meals.

What kind of a mixture will the above make? Write in full all the abbreviated terms; give the meaning of the abbreviations lam., opt., and flor.; state how you would make the Syrup. aurant. flor.

- (b)—R. Infusi rad. valerianæ,

15.0 = 150.0.

Syrupus simplicis, 30.0.

Sig.—A tablespoonful every three hours.

How would you prepare the above prescription, and about how many fluid ounces would the finished mixture measure?

(c)—How should the following prescription be prepared:

- R. Hydrarg. chlor. mite.....gr. ij.  
Pulv. opii.....gr. jss.  
Tinct. verat. viride.  
Ext. grindellæ fld. aa.....gtt. xij.  
Tinct. aconiti rad.....gtt. xxiv.  
Sacch. albi.....3ij.

M. ft. pulv. et divide in chart. xij.

Sig.—One three times a day.

(d)—Give the rational adult dose of each of the following drugs: (1) Apomorphine hydrochloride; (2) silver nitrate; (3) arsenous acid; (4) carbolic acid; (5) acetanilid; (6) atropine; (7) antipyrine; (8) codeine; (9) morphine acetate; (10) strychnine.

(e)—Antidotes: Give the antidotes for the following poisonous drugs: (1) Ammonia water; (2) carbolic acid; (3) formaldehyde; (4) nux vomica; (5) oxalic acid; (6) phosphorus; (7) resorcin; (8) antipyrine; (9) rough on rats; (10) opium.

(f)—Name the symptoms by which you would recognize poisoning by the following drugs, and give antidotes for each: (1) Acetanilid; (2) cocaine; (3) colchicum; (4) colocynth; (5) morphine.

(g)—Oleoresins: (1) What are oleoresins? (2) name the official natural oleoresins; (3) give the official Latin names of those made pharmaceutically; (4) which of the manufactured oleoresins is directed by the Pharmacopœia to be mixed or agitated before being dispensed? (5) which of these oleoresins should be separated from the deposit formed in them before dispensing?

(h)—Aloes: (1) Give the Latin names for the official aloes; (2) from which is *aloe purificata* prepared? (3) give the pharmacopœial directions for preparing the same; (4) by what simple chemical test would you distinguish official aloes from Natal aloes? (5) what official preparations are made from *aloe purificata*?

(i)—Aloin: (1) Give the official Latin name; (2) how long has it been used in the treatment of disease? (3) since when recognized by the U. S. Pharmacopœia? (4) how is it classed chemically? (5) there are many varieties of aloes, is the aloin derived from any of the commercial varieties identical? (6) name the different aloins; (7) which is considered the most active? (8) what two varieties are official? (9) what is considered a purgative dose for an adult? (10) mention two other drugs which are usually combined with aloin, making one of the popular laxative pills.

(k)—Carbon: (1) In what forms is carbon official? (2) give method of preparing them; (3) give properties and use; (4) what is CS<sub>2</sub>? (5) give its properties and state what care should be exercised in handling it.

(l)—Give the full official Latin names and the ingredients of the following preparations: (1) Vegetable cathartic pills; (2) syrup of hydriodic acid; (3) aromatic spirit of ammonia; (4) Dover's powder; (5) compound tincture of benzoin.

(m)—Squills: (1) Give the official Latin meaning of squills; (2) give the botanical name of the plant; (3) to what family does it belong? (4) give its habitat; (5) what portion of the plant is used? (6) describe it as it exists in its natural state; (7) describe it as found in the drug stores; (8) name its active ingredients; (9) give its therapeutic properties; (10) give the dose of the powdered drug.

(n)—Tinctura opii deodorata: (1) Briefly state how this preparation is made; (2) what objectionable constituent of opium is removed in its preparation? (3) what percentage of opium does it represent? (4) give the adult dose; (5) of what official preparation is it an ingredient?

(o)—Unguentum Hydrargyri: (1) Name the different ingredients contained in the official mercurial ointment; (2) what percentage of mercury does it contain? (3) why is mercuric oleate used? (4) how much of the latter is used in making the ointment? (5) by what simple method would you ascertain the quantity of metallic mercury present in a sample of the ointment?

(p)—Flaxseed: (1) Give the official Latin name for flaxseed; (2) name the plant yielding it; (3) what are the important constituents of flaxseed? (4) which of these make it more valuable for cataplasma than bread or grain meal? (5) what percentage of the oil should flaxseed meal contain? (6) how would you ascertain the percentage of oil present in a sample of the meal? (7) how would you detect adulteration with oatmeal or middlings? (8) how is flaxseed oil obtained? (9) how would you detect the presence of non-drying oils? (10) in what official preparation is flaxseed oil used?

(q)—(1) What is magnesium? (2) what is the official magnesnia; (3) what variety of magnesium carbonate is official? (4) what two varieties of magnesium oxide are official? (5) give the official Latin name of each; (6) how is each prepared? (7) how are they affected when exposed to air? (8) what effect have dilute acids on them? (9) give dose of each; (10) what medical properties do they possess?

(r)—(1) What is an emulsion? (2) what is a mixture? (3) what is a solution? (4) what is a fluid extract? (5) how would you prepare 500 Cc. of an emulsion containing 40 per cent. of cod liver oil, 10 per cent. of syrup of wild cherry, and 5 per cent. each of sodium and calcium hypophosphite?

(s)—Oxgall: (1) What is oxgall? (2) give the official Latin name; (3) how is it purified? (4) what is separated and rejected when purified? (5) how can you tell whether it has been purified or not? (6) what is its reaction on litmus paper? (7) what are its principal constituents? (8) what is the appearance of purified oxgall? (9) what are its medical properties? (10) give adult dose.

(t)—(1) What is combustion? (2) describe a Bunsen burner and its flame; (3) how is the heat measured? (4) what is the official scale of the heat measure? (5) why is mercury especially adapted for thermometers?

(u)—By what simple chemical tests would you distinguish between: (1) Morphine and quinine? (2) sodium bicarbonate and powdered borax? (3) paraffin and white wax? (4) potassium bromide and potassium iodide? (5) zinc oxide and calcium carbonate?

(v)—Lithium: (1) What is lithium? (2) give its source; (3) by what test is it identified? (4) name the official lithium salts; (5) give their medicinal properties and dose.

(w)—Oil of cade: (1) What is oil of cade? (2) describe appearance, odor and taste; (3) give the official Latin name; (4) for what purpose is it used on domestic animals? (5) for what disease is it used in the human family?

(x)—Lycopodium: (1) What is lycopodium? (2) from what plant is it obtained? (3) describe the physical properties and peculiarities of lycopodium; (4) with what is it frequently adulterated and how would you detect the adulterant? (5) give its medicinal properties and uses.

(y)—Chloroform: (1) What is the chemical formula for chloroform? (2) what is its specific gravity? (3) if the specific gravity of a sample of chloroform be considerably less than the minimum specific gravity required by the pharmacopœia what would be the natural inference? (4) how is it directed to be

kept? (5) four of its preparations are official, name them.

(z)—Ether: (1) Give the chemical formula for ether; (2) what percentage of alcohol does the official ether contain? (3) give the specific gravity of ether; (4) if the specific gravity be greater than that given in the U. S. P., what would be the natural inference? (5) how would you ascertain the presence of alcohol in undue proportion to that required by the U. S. P.?

#### The Latest Remedies.

**Alcohol-Silver Ointment.**—According to Loewe (*Therapeutische Monatschrift*, 1905, page 546), this is an ointment consisting of 0.5 parts of collargol, 96 parts of alcohol and 70 parts of soda soap, some wax and some glycerin. It is a soft and smooth brown ointment which keeps well in an air-tight receptacle. This ointment is made by the chemical works at Helfenberg, formerly E. Dietrich. It is said to be excellent for sprains, contusions, burns, inflammations of the skin, infected wounds, felons, etc. It is applied to the cleansed skin by means of a spatula and then covered with a double layer of linen or with four layers of surgeons' gauze, over which is placed some gutta-percha tissue, and the whole is held in place with a bandage. The dressing is renewed daily, or twice a day, and before every new application the affected part is to be bathed in warm water. After the application of the salve a feeling of warmth is felt which lasts about an hour, but the pain is relieved, the fever in the part is removed and a general improvement in the condition of the inflamed member is felt. The ointment is an antiseptic and at the same time causes an increased supply of blood to flow to the part, which helps the absorption of the silver compound.

**Hematothyroidine** is a liquid preparation of thyroid gland; of which, four dessert spoonfuls a day were given in a case of exophthalmic goitre, complicated by hæmorrhage into the pleura, in a woman, 69 years of age, with good results.

**Thyminic Acid (Soluro).**—Some years since Professor Minkowski expressed the opinion that the products of cleavage of nucleic acids, particularly nucleotin-phosphoric acid or thymonucleic acid, are the natural organic solvents of uric acid. The difficulties in the way of preparing such a compound as nucleotin-phosphoric acid free from bases were very great, but they appear to have been surmounted in a product made by Max Elb, Limited, of Dresden, and named Soluro, which is an amorphous, brownish yellow powder, soluble in cold water, readily fusible, nearly tasteless and reacting slightly acid. Minkowski gives it the formula  $C_{10}H_{10}N_4O_{12}P_2O_6$ . Soluro dissolves its own weight of uric acid at 20°C. and half as much again at blood heat. The dose is four grains several times daily.

**Thymol trichloracetate** is a combination in molecular proportions of trichloroacetic acid and thymol. It forms colorless crystals, insoluble in water. Used as an antiseptic dressing for ulcers and wounds.

**Trichlorisopropylalcohol** is obtained by the action of magnesium-halogen-methyl double salts on choral and decomposing the product with water or dilute acids, according to the statements of the makers, Farbenfabriken of Elberfeld Co.

**Trichophytin** is a solution composed of the filtrate obtained from cultures of trichophyta (the fungi which destroy the hair cells) which has been sterilized and then preserved with 25 per cent. of phenol. Used for diseases of the hair and scalp.

**Tuklin** is said to consist of an acidified mixture of formalin, alcohol and ether, flavored with aromatic essential oils. Intended for use as an antiseptic inhalant in treatment of diseases of the air passages. Made by C. T. Hausmann, St. Gall, Switzerland.

**Turicin** is represented to be a chemical combination of tannin and gluten. It is a yellowish powder, insoluble in water. Used in the diarrhoeas of adults. Being resistant to the action of the gastric juice its decomposition takes place in the intestines. Made by Blattmann & Co., Wädenswil, Switzerland.

**Tutulin** is the name given to a vegetable albumen. It is a white powder intended as a food in the dietetic treatment of typhoid fever and other cases where it is found difficult to give a nourishing diet. Marketed by L. Tolhausen, Homestead, Pa.

**Ungrol** is a glycerin-gelatin preparation medicated with sub-lamin, intended for the treatment of gonorrhoea and syphilis. It is supplied by the maker, H. Unger, Berlin, in tin tubes, accompanied with a canulla for the application of the remedy.

**Urocitral** is the trade name of theobromine sodium citrate, a white powder readily soluble in warm water. Used in anginal and cardiac asthma, dropsy and pleurisy in doses of 7½ to 15 grains several times daily. Made by Rump & Lehnert, Hanover, Germany.

**Uropurgol** is another name for urotropine new (methylene citric acid urotropine).

**Valofin** is a patented liquid preparation of valerian intended to replace recently prepared infusions of the drug. It is stated to contain ethyl valerate, ammonium valerate and the active constituents of peppermint. Dose, 10 to 25 drops on a lump of sugar. Made by Helfenberg Chemical Works, Helfenberg, Germany.

**Valyl** (valerianic acid diethyl-amide) is stated to be the active constituent of valerian, and is recommended in hysteria, neurasthenia, migraine and neuralgia.

**Vasanol** is an ointment base prepared by mixing petrolatum and fatty alcohols derived from wax, spermaceti and lanolin. It is said to have the property of taking up considerable water. It is put up as a soft, ointment-like mass and as a powder by A. Kopp, Leipzig-Lindenau, Germany.

**Vasopolentum** is the name applied to an olein-paraffin, which in the solid form is intended for use as an ointment basis and in the liquid state as a solvent for various medicaments, in the same way as petrolatum vasoliment or vasogen. Made by Rump & Lehnert, Hanover, Germany.

**Velosan** is an ointment compound of salicylic acid, salol and fetron which is intended for use in all the external applications of salicylic acid. Made by Lüthi & Buhtz, Bremen, Germany.

**Vulnoplast** is the name of a new antiseptic gauze dressing composed of three layers. The lowest layer is medicated with protargol 10 per cent. and zeroform 5 per cent. in a gelatin basis, while the second layer is composed of absorbent cotton and the third of gauze again. Made by Dr. Wasserzug, Frankfurt-am-Main, Germany.

#### Stovaine Preparations.

##### SYRUP OF STOVAINE.

Stovaine, ..... 1  
Simple syrup, ..... 200

Dose: One teaspoonful.

##### COMPOUND POWDER OF STOVAINE.

Calcined magnesia ..... 0.6  
Calcium carbonate, ..... 0.4  
Sodium bicarbonate, ..... 0.4  
Stovaine, ..... 0.02

Dose: One powder three times a day.

##### STOVAINE DROPS.

Stovaine, ..... 0.3  
Atropine sulphate, ..... 0.01  
Morphine hydrochloride, ..... 0.1  
Chloroform water, ..... 10.0

Dose: Five drops every two hours to control vomiting.

**Hungarian Oil of Juniper.**—According to Stroecker (*Pharmaceutische Post*, 1905, page 236), Hungarian oil of juniper is quite as valuable as the oil of juniper of other countries. The Hungarian oil is obtained not by distillation with steam, but as a by-product of juniper brandy. Formerly the small manufacturers did not purify their oil sufficiently and thus a greenish product was obtained. The better qualities of Hungarian oil, however, are said to be colorless, or very slightly yellowish, and have a balsamic odor and a bitter taste which is never like that of oil of turpentine. The specific gravity fluctuates between 0.860 and 0.870. The old oil shows changes in odor and taste as the result of oxidation, and is therefore less valuable. The oil of juniper should therefore be kept hermetically sealed.



## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**To Test Urine for Sugar Without a Reagent.**—At times one is obliged to test urine for sugar without having the necessary reagents at hand. A practical hint as to how this can be done is given by Sabrazes (*Nouveaux remèdes*, October 24, page 471). Nothing is needed but an ordinary test tube. The latter is filled with urine, and the upper layers are heated over the flame of a lamp. If sugar is present there will develop a ring of sepia-brown color, which is due to the conversion of the sugar into caramel. At the same time the characteristic odor of caramel will appear. The tube should be gently shaken during the application of heat, in order to prevent it from breaking. This reaction is produced even when the urine contains only a small proportion of glucose, but does not occur when the urine contains albumin, bile substances, blood or the urates. If the urine contains much blood a brown deposit may form on the wall of the tube, but this deposit is thick and is easily distinguishable from the caramel color due to the presence of sugar.

**Studies on Gentian.**—Some interesting facts concerning the old and well known drug gentian appear in a recent article by Tanret (*Nouveaux remèdes*, October 24, page 457). He calls attention to the fact that gentian is scarcely used nowadays except as a bitter. And yet this drug had formerly a certain reputation in the treatment of intermittent fevers, and in some countries, especially in Corsica, it is still used by the natives in the treatment of malaria. The author found that gentian contains some glucosides which are excellent antimalarial remedies. In the fresh gentian roots two glucosides which are important from the medical viewpoint are found—gentio-picrin and gentio-marin. Gentio-picrin, which was discovered in 1862 by Kromayer, could not be obtained easily until now, but the present author devised a practical method for preparing it, based on the solubility of gentio-picrin in acetic ether. He determined its formula as  $C_{14}H_{20}O_8$ . It is very bitter in taste and is split up by hydrolysis into glucose and gentio-genin. Gentio-marin is an amorphous glucoside with the formula  $C_{14}H_{20}O_{10}$ , and is still more bitter than gentio-picrin. In addition to these two glucosides, the author found small quantities of other glucosidal bodies in fresh gentian root, also the following sugars: Gentianose, gentiobiose, saccharose, glucose, levulose, some fats, a cholesterine, a phenolic acid, a trioxanthone and gentisin. An important fact in the pharmacology of gentian is the disappearance of gentio-picrin in the dry root. This phenomenon is due to the action of two ferments, one of which oxidizes and the other hydrates, and both of which are contained in the fresh root. During dessication these ferments act in concert and transform gentio-picrin, at the same time partly oxidizing it. It is evident, therefore, that the official preparations of gentian in which the dry root is recommended to be used should in reality be prepared with the fresh root. In malaria, gentio-picrin and gentian-marin can be used successfully in doses of from 1.5 to 2 Gm. Although they are less active than quinine they are useful in cases in which the latter alkaloid does not act satisfactorily. Gentio-picrin also possesses marked purgative properties, but is not poisonous in man or in the higher animals.

**The Chemical Properties of Vioform.**—Thomann, of Berlin, investigated the physical and chemical properties of vioform (*Pharmazeutische Zentralhalle*, October 19, page 819), and found them to be as follows: Vioform changes color under the influence of direct sunlight, and when kept in damp air for some time, but this change of color does not indicate a decomposition. Vioform does not well stand sterilization with hot, dry air, for when heated to a little over 100 de-

grees C. it loses considerably in weight, and at a temperature of 160 degrees C. begins to melt and to give off iodine. Dressings made with vioform can be successfully sterilized with steam, however, even with steam under pressure of a temperature of 110 to 120 degrees C. Vioform is quite insoluble in the usual solvents, but is best dissolved in acetic ether, in boiling glacial acetic acid and in boiling chloroform. It is not decomposed, even on boiling, in solutions of common salt, borax or in weak soda solution.

**Toxicological Detection of Morphine.**—The difficulty of isolating morphine or oxymorphine in the usual course of toxicological examination is attributed to the fact that the alkaloid forms in the body a sulphoderivative which is not removed by the method of Stas Otto, or the processes generally followed. By the following method the authors have succeeded in obtaining evidence of morphine and oxymorphine from the organs of a rabbit, into which, six hours before being killed, 0.01 Gm. of morphine hydrochloride had been injected. The organs were pulped, treated with an equal weight of water, then acidified with pure hydrochloric acid in the proportion of one part by weight of acid for each ten parts of the organs. This large excess of acid is necessary to liberate the morphine and oxymorphine from the organic compounds formed in the body. The mixture is then digested for two hours on the water bath, neutralized with ammonia, and extracted three times with amyl alcohol saturated with ammonia. The amyl alcohol extract is set aside, the aqueous portion evaporated to dryness and rubbed down with sand. The powder is again extracted with ammoniated amyl alcohol, and the solution added to the amyl solutions at first obtained. The bulked amyl alcohol extract is then shaken out with water acidified with hydrochloric acid, and separated; the acid aqueous extract is rendered alkaline with ammonia, and again shaken out with ammoniated amyl alcohol. On separating this, and distilling off the solvent, morphine and oxymorphine may be detected in the residue. This is best accomplished with Marquis's reagent, a mixture of strong sulphuric acid, 30 Cc., and formalin, 20 drops. A little of the amyl alcohol residue is spread on the sides of a white porcelain capsule, and a few drops of the reagent allowed to flow over it. Morphine gives a red-violet color, oxymorphine a green tint; with a mixture of both, both colors are obtained. If the alkaloidal residue is sufficient in quantity, morphine and oxymorphine may be separated by converting the bases into sulphates, oxymorphine sulphate being nearly insoluble in water. The fact that some investigators have generally succeeded in isolating only oxymorphine is considered to be due to the use of insufficient acid to decompose the morphine sulpho-compound formed.—(*Jour. Pharm. Chim.*, through *Phar. Jour.*)

**Some Peculiar Constituents of Sake, the Japanese Cordial.**—In the *Journal of the Pharmaceutical Society of Japan* for October, H. Kimura gives the result of an investigation of the composition of a saké, manufactured in Nada. Discovering in it a substance which turned violet-red in contact with alkalis, he proved that it came from the cedar cask in which the saké was contained. He distilled the saké and found acetaldehyde in the distillate and vanillin in the residue. Knowing the relationship between the fragrant flavor of saké and the cedar cask, he examined the wood and isolated from it a sesquiterpene and vanillin, which he also obtained from the saké. His conclusions are most ingenious, for, determining that the substance which gave the violet-red coloration with alkali was a quinone body, probably an oxidation product of pyrocatechin, he reasoned that the vanillin, pyrocatechin and orthoquinone had their origin in the coniferine contained in the cedar wood.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Camphor and Arnica Lotion.**—R. S.—Various formulas are extant for the preparation so named, one of the simpler compounds being represented by the following:

|                         |            |
|-------------------------|------------|
| Tincture of arnica..... | fl. oz. 3  |
| Rosewater .....         | fl. oz. 3  |
| Glycerin .....          | fl. oz. 2½ |
| Spirit of camphor.....  | fl. oz. 1  |

**Is Cresol, U. S. P., Commercially Obtainable?**—From H. T. Eberle, Watertown, Wis., we are in receipt of the following communication:

"Recently I inquired of the firm of Lehn & Fink as to whether they could supply cresol, one of the new additions to the Pharmacopœia and described as a colorless or straw-colored liquid. The answer of L. & F. was: 'We regret to have to advise you that cresol as described in the United States Pharmacopœia is not commercially obtainable, hence we are unable to furnish same or quote prices.'

"The question is, What is the object of adding an unobtainable article to the list of official drugs of the Pharmacopœia. Can the AMERICAN DRUGGIST throw any light on the subject?"

At the Atlantic City meeting of the American Pharmaceutical Association, in the course of a discussion on the new Pharmacopœia, M. I. Wilbert, apothecary to the German Hospital, Philadelphia, said he had no difficulty in buying a satisfactory cresol, and others reported similarly. The AMERICAN DRUGGIST has made inquiries among wholesale druggists and has been informed by Smith, Kline & French Company, Philadelphia, and Schieffelin & Co., New York, among others, that cresol complying with the requirements of the United States Pharmacopœia is readily obtainable. Market quotations are 30 to 35 cents a pint, according to quantity, the higher price being charged for single pint bottles, while the inside quotation is named for gallon lots.

In connection with the foregoing the following statement by George M. Beringer, of Camden, N. J., will be interesting:

"When the question of introducing into the new revision of the Pharmacopœia *Liquor cresoli saponatus*, so as to give our physicians an official preparation which they could prescribe in place of the numerous proprietaries, was under consideration I was consulted and made some experiments on the matter. In a letter to the chairman of the committee, Prof. Joseph P. Remington, I recommended that the title, '*Acidum carbolicum crudum*' (U. S. P., 1890) be dropped as not appropriate for a mixture of phenol and cresol in which the latter predominated and that in the new revision the title 'Cresol' be used for a product simulating the *Cresolum crudum* of the German Pharmacopœia. If this recommendation had been entirely adopted there would now be no misunderstanding or trouble in obtaining at reasonable price a satisfactory cresol for the uses intended. Samples of commercial cresols of American, German and English manufacture were submitted.

"The German Pharmacopœia recognizes as crude cresol for official purposes commercial cresol or cresylic acid containing from 85 per cent. to 90 per cent. of pure cresol, and the presence of 10 to 15 per cent. of other phenols is not considered objectionable.

"The description in the United States Pharmacopœia was evidently written by a chemist who had in mind the definite characters and properties of cresol as stated by standard chemical authorities. The official definition requires cresol to be 'freed from phenol,' and in the tests one is given for determining the 'absence of and distinction from phenol.'

"As cresol is only useful as an antiseptic and disinfectant the requirements of the German Pharmacopœia are sufficient, and much of the commercial cresylic acid, and the so-called crude carbohc acid or the No. 5 carbohc acid of some of the manufacturers would have met the requirements if practical

medical and pharmaceutical needs had determined the official requirements."

**Kumyss.**—J. B. O. asks for the formula of a kumyss that can be drawn from a bottle without the use of a champagne tap.

Our correspondent is referred to the National Formulary, on page 71 of which he will find a formula which has been approved by the American Pharmaceutical Association.

**Book on Mineral Waters.**—A. L. D. asks for the name of a publication which gives the formulas of the more popular mineral waters.

Nearly all books of formulas include information of the kind desired by our correspondent, one of the most satisfactory reference books being "The Standard Manual of Soda and other Beverages," published by G. P. Engelhard & Co., Chicago, at \$4.00.

**Putz Pomade.**—L. D. C.—A paste resembling the polishing compound known as Putz pomade has the following composition:

|                         |       |
|-------------------------|-------|
| Ferric hydroxide .....  | oz. 8 |
| Paraffin .....          | oz. 2 |
| Liquid petrolatum ..... | oz. 6 |
| Oleic acid .....        | oz. 1 |
| Oil mirbane.....        | M. 30 |

Melt the paraffin wax with the liquid petrolatum, and mix with the ferric hydroxide previously well levigated; then add the oleic acid and mirbane.

A variant on this formula is provided by the following:

|                                       |       |
|---------------------------------------|-------|
| Crocus martis (iron subcarbonate).... | Gm. 1 |
| Oleic acid .....                      | q.s.  |
| Petrolatum .....                      | q.s.  |

Incorporate with the crocus martis enough acid to make a stiff paste, then add sufficient petrolatum to make the whole weigh 4 grammes.

**Producers and Dealers in California Olive Oil.**—M. E. H. asks for the names of "a few firms who deal in or produce California olive oil, either in New York or on the Pacific Coast."

Beyond the fact that the California oil is much dearer than the Italian or French oil very little is known about California olive oil in this market. It is not handled by wholesale druggists, The Fountaingrove Vineyard Company, of Santa Rosa, Cal., with New York offices at 58 Vesey street, put up an oil expressed from olives grown in their own olive groves, which sells at \$1 a bottle. Other producers of California olive oil known to us are James Hill & Sons Company, Los Angeles, Cal., and the L. A. Olive Growers' Association, Los Angeles, Cal.

California olive oil is said to be of fine quality, as compared with the European oil, but its higher cost is a bar to its general use, even if it were produced in any considerable quantity.

**Book on Optics.**—L. M. J. asks if we can supply him with the numbers of the AMERICAN DRUGGIST containing the Druggist's Course in Optics, which was a feature of the paper a few years ago. He advises us that it is his intention to study our course, in order to learn how to fit eyeglasses without taking a regular college course. He also asks if the course has been published in book form.

Our correspondent's reference is to the Druggist's Course in Optics, which was begun in the AMERICAN DRUGGIST for September 24, 1900, and continued through the issues of 1901 and 1902, the author being C. H. Brown, M.D., president of the Philadelphia Optical College and author of "The Optician's Manual." It was Dr. Brown's intention to republish the American course in book form, but we do not know whether he ever did this or not. We are unable to supply back numbers of the DRUGGIST containing this series of lessons, as they are out of print.



*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.*

(Written for the American Druggist.)

### CHRISTMAS TRADE.

By W. T. O'CONNER.

Christmas trade for the druggist can and should be made a veritable gold mine. If there is any time in the year when the careful spender opens up his purse and lets the money fly it is the holiday season. It is not even necessary to cultivate a Christmas trade in the sense that cultivating is understood in the advertising world; to wit—developing or creating buyers where none existed. At Christmas buyers have been created and developed through ages of gift giving. It is only necessary for the man with something to sell to draw this ready made purchasing power to him, a thing infinitely more easy than developing it.

It is, of course, necessary to have in stock lines that have a distinctive gift value. You can hardly imagine a man buying a box of pills for his sweetheart, or a girl buying a porous plaster for her "steady."

Cigars, perfumes, stationery, candy, fountain pens and any other side lines you carry that have the qualities that make them suitable for presents are the things for you to exploit.

In the beginning, be sure of your stocks. Look to them well that they will be lacking in neither quality or quantity. You will find that at the holidays you can sell an article much more readily and easily if it is put up in an especially attractive manner. A goodly percentage of you in the course of your life have no doubt received a "box" of suspenders or handkerchiefs as a gift, and the box apparently has cost as much as the contents.

Put your best stock foot forward when arranging your Christmas display.

BY WORD OF MOUTH.

The problem of bringing your stock to the attention of the buyer is next in order. The old as the world method of verbal communication is mighty useful for this particular object, and, in fact, at all times. It is good advertising, and it is inexpensive. Talk, you know, is cheap. In addition, if you are striving to bring your personality into your business it will help to that end. Call your customers' attention to your stock when they come to the store. If you have time show them some of the things you have for the holidays and give them a line on the prices.

### SPECIAL PRINTED MATTER.

Have a leaflet printed for inclosure in the packages you wrap. We print a series of advertisements herewith which can be combined into a very effective leaflet. With your verbal advertising and the leaflet you will get to the people who use your store. The next thing is to get the people who are not enrolled among your regular customers, but who will buy if you go after them properly. These may be roughly divided into two classes, people who pass your store regularly and those who do not.

### THE USE OF WINDOWS.

To secure the favorable attention of the first class, use your windows. For a few weeks before Christmas display the lines that you are pushing. Give the windows to one line, or display one line to a window, as you prefer, for two or three

days a week. Dress them with mistletoe and the greens that are associated with Christmas. A small Christmas tree hung with the gifts you carry will be very attractive. If your store is wired for incandescent lights, two or four candle-power lamps will make it look very pretty at night.

If you follow the plan of displaying only one thing at a time, have a list of the things not in the window made up by a sign painter. Put the prices on it and hang it in a conspicuous place in the window. Do not neglect to put the price in the window with each article that you show.

For the man who never or rarely comes into your neighborhood you will have to use the newspaper. Even if your store is on one of the principal business streets it will do you no harm but a pile of good to use the newspapers. If you do not know what to put into the newspapers, the advertisements given below will fill the bill, we believe.

### Suggestions for Christmas Advertisements.

#### CHRISTMAS HINTS.—NO. 1.

You may imagine that you would not be likely to find either useful or attractive Christmas gifts in a drug store. But a glance at our stock will show you that a high grade of gifts and a correspondingly low price are here together.

Here are some suggestions.

(Print a list of gifts and give an idea of the prices.)

#### CHRISTMAS HINTS.—NO. 2.

Cigars are the proper gift for the man who smokes and there is nothing that he will appreciate more.

If you make your selection from our lines you will choose a staple brand. We do not carry a single "made only for the holiday trade" brand.

Here is a list of some of the brands, with prices:

#### CHRISTMAS HINTS.—NO. 3.

The girl or woman who isn't always glad to receive a gift of perfumery is indeed rare. There isn't a daintier gift. If you are in doubt why not give one or two bottles of perfume? Come in and see just what we have to offer.

Prices range from — to —.

#### CHRISTMAS HINTS.—NO. 4.

Candy for a gift! Always appreciated, always acceptable, and doubly so when as popular a brand as Blank's.

Leave your order for a box now, and we will have it ready for you Christmas Eve. You will want some for Christmas dinner, too. Order it at the same time.

Here is a hint of the prices:

Chocolate nougats ..... 24 cents  
Bon bons, two kinds..... 20 and 40 cents  
Assorted chocolates, two kinds..... 20 and 40 cents  
Hard candies for the children.  
Stocking special, 5-pound box, for the large family... \$1.25  
Etc., etc.

### A Horse Show Window Display.

During the Horse Show week the Hegeman Corporation had a very timely and attractive window display in its lower Broadway store and also in the branch store at Lenox avenue and 125th street. In the window of the downtown store toilet articles were featured. Three large horseshoes covered with pale green and white cloth were suspended in the rear of the window as a background. Two of the horseshoes contained heads of horses bridled with black and yellow rope and wearing a prize blue ribbon. A young lady dressed in the height of fashion stood in the center of the window holding a whip in one hand. Various toilet articles, including soaps, perfumery, toilet waters, dentrifices, talcum powders, hair brushes etc., were profusely scattered throughout the window, interspersed with vases of beautiful large chrysanthemums. A sign in a conspicuous place said that the subject of first thought with the belle of the Horse Show was her apparel, but a question of equal importance was that of her toilet, and that a most complete line of toilet articles was carried by that store. The display in the uptown store was of a similar character and fully as elaborate. Last week the downtown Hegeman store featured bath towels in one window and Vinol in the other.

## THE LODER SUIT.

The Philadelphia Cutter Suing the P. A. R. D., N. A. R. D. and N. W. D. A.—Many Prominent Drug Men Testify—Five Thousand Pages of Testimony.

(From our Regular Correspondent.)

Philadelphia, November 22.—Some two weeks have been devoted to taking the testimony in the suit of C. G. A. Loder against the various drug interests, which are designated by the counsel for Mr. Loder and by the newspapers as "The Drug Trust." The case is being tried in the United States Circuit Court before a jury by Judge Holland. The suit is brought for the recovery of \$100,000 damages, under the Sherman anti-trust law, and is in the nature of a test case, as being the first in which cutters have resorted to the United States courts. The fact that the case is being tried before a jury makes the outcome of course problematical, but the defense are confident of winning ultimately even should the jury in the present suit give an adverse decision. The point at issue is whether or not the operations of the tripartite plan constitute an illegal restraint of trade and whether the co-ordinated action of the retailers, the wholesalers and the proprietors is really independent, or whether the relations are sufficiently intimate to constitute a drug trust. If the case were going to a Judge the defendants would have no feeling of doubt, as they have the law clearly on their side, but the jury introduces a factor which makes the outcome of the suit in this court problematical. It is possible that losing track of the purely legal points involved, the jury may render a decision in favor of the plaintiff, but this does not seem probable. If a verdict for the plaintiff is given, the case will be appealed and on the appeal the case will rest solely upon the points of law, and here the defense is strong.

The first few days of the hearing, which began on November 10, was devoted to the reading of a mass of depositions taken before United States Commissioners in Cincinnati, Indianapolis and Chicago last spring and embracing the testimony of various members and officials of the N. W. D. A. and the N. A. R. D., including that of Thos. V. Wooten, secretary of the N. A. R. D., and of John N. Carey and F. E. Holliday, chairman and vice-chairman respectively of the Committee on Proprietary Goods of the N. W. D. A.

The depositions related to resolutions adopted at the convention held by the National Wholesale Druggists' Association, the National Association of Retail Druggists and the Proprietors' Association of America. It was shown that each association adopted the tripartite plan intended to prevent the sale of goods to dealers who cut rates.

Testimony was also brought out to show that the three associations were closely associated, each seeking to keep prices up.

The case of the Smith, Kline & French Company, who were "disciplined" for selling to Loder, was touched upon, the purpose being to show that the concern had been warned not to sell to Loder. When it continued to sell, the "pink slip" was sent out. This cautioned members of the N. A. R. D. to cease dealing with the firm. This happened on January 20, 1903. Then, according to the evidence, the concern lost orders fast, and as a result hastened to make terms.

## REINSTATED.

A "yellow slip" was then issued—January 20, 1903—announcing to the trade that satisfactory assurance had been received from Smith, Kline & French Company that they would not again offend, and that they would pay all expenses to which the National Association had been put. They were then reinstated.

## TWO THOUSAND FIVE HUNDRED PAGES OF DEPOSITIONS.

More than twenty hundred pages of these depositions were read and placed in evidence, together with various excerpts from the published proceedings of the associations interested in the suit. It was shown by these depositions that Mr. Holliday had called on Loder in company with James C. Perry, secre-

tary, and Walter A. Rumsey, president of the Philadelphia Association of Retail Druggists, with a view to inducing him to join the local association.

## "NOTES" ATTRACTS ATTENTION.

Copies of N. A. R. D. Notes were also made part of the printed testimony, and the instructions printed in one of the issues as to the use of the word pharmacist as a price mark on prescriptions caught the fancy of the newspaper reporters with the result that the following excerpt was printed in many of the newspaper reports of the hearing, being made a feature:

When a man hands you a doctor's prescription, go behind your counter, size up your customer, judge for yourself how much he is able to pay and fix the price of the prescription accordingly. On the back of the prescription place your name and the price of the prescription in an inconspicuous place. Remember that you are not only fixing the price for yourself, but for all other druggists into whose hands the prescription may fall.

## ORAL TESTIMONY FROM PHILADELPHIANS.

After the presentation of the mass of depositions came the presentation of oral testimony, the witnesses including many prominent Philadelphia druggists.

Nathan Cozzens, recording secretary of the P. A. R. D.; E. C. Bottume, an organizer for the N. A. R. D., and William L. Cliffe, chairman of the Executive Committee of the P. A. R. D., testified as to the methods of work of the local organization.

## FAIRCHILD BROS. &amp; FOSTER LOYAL.

Elias W. Dusenberry, assistant secretary and assistant general manager of Fairchild Bros. & Foster, testified that: We manufacture many proprietary preparations and up to March, 1904, Mr. Loder was one of our customers. On March 8, Mr. Loder asked for some goods and he was informed that we were unable to make shipment because, as a result of strong pressure brought to bear against us, we had agreed not to sell to druggists listed by the National Association of Retail Druggists as aggressive cutters.

## AN AGGRESSIVE CUTTER DEFINED AS ONE WHO VIOLATES CONTRACTS.

A. T. Pollard, of Eleventh and Locust streets, admitted having gone to H. K. Wampole with J. F. Keyser, of the National Association, to ask him not to sell the firm's preparations to cut-rate druggists.

"What is an aggressive cutter?" asked J. G. Johnson, of counsel for the defense.

"We are all cutters, for that matter," replied Mr. Pollard. "A cutter is one who sells below the price agreed in the contract."

Charles W. Ellsperman, a druggist, of Eleventh street and Susquehanna avenue, who had been "listed," testified that when he agreed to maintain the schedule of prices suggested by the association his orders were filled. He signed a paper in which he agreed to maintain prices and not supply goods to cutters.

William B. Christine, of Seventh and Arch streets, testified that he was cut off the list, and that Smith, Kline & French Company declined to fill his orders, and that he finally agreed to maintain prices.

Palme H. Jadwin, of Orlando H. Jadwin, a wholesale druggist, of New York, testified that he had been cut off from supplies because he had sold to aggressive cutters. He testified that his firm had paid to a member of the Executive Committee of the N. A. R. D. \$165 in cash and signed an agreement not to sell to aggressive cutters in order to have his firm name removed from the black list.

Henry C. Blair, a member of the Executive Committee of the P. A. R. D., told of the disciplining of the Smith, Kline & French Company. A. T. Pollard, formerly chairman, and Charles Leedom, vice-chairman of the Executive Committee of the local association, both testified as to the methods pursued by the local organization. Mr. Leedom's memory was bad.

Charles W. Esperman, of Eleventh street and Susquehanna avenue, William B. Christine, of Seventh and Arch streets, Philadelphia, and George M. Beringer, of 501 Federal street, Camden, testified that having been cut off from supplies they were reinstated as soon as they had agreed to maintain the scheduled prices.

## MR. HANCE DEFENDS THE RETAILER.

Mr. Hance defended the principles upon which the tripartite plan was based and explained his views as follows:

Druggists, by reason of their education, by reason of the qualifications exacted from them before they are permitted to practice as pharmacists, by reason of their long hours and the great aid they render the public, are entitled to a fair living. Neighborhood druggists are of vast benefit to the people and a convenience which the people could not do without. A drug store is not like a saloon or a cigar store. It is an establishment constantly at the service of the people, at all hours of the day and night. Druggists must therefore be assured a living and a profit upon their investments, and that is why the wholesalers and manufacturers rally to their support, and that is why a scale of prices is fixed by the retail druggists' associations. And all those who cut these prices to the detriment of other retail dealers and cause a general demoralization of business are not entitled to a consideration.

## MAURER NOT AFRAID OF THE N. A. R. D.

C. D. Maurer, of 329 North Eighth street, testified among other things as follows:

One day about a year ago I observed a man standing opposite to my store, and I told him that if he was spying on me he should come right in and watch how I conducted my business. He told me that he was E. C. Bottume, organizer for the associations, and asked me if I had been supplying drugs to C. G. A. Loder and the St. Cloud Pharmacy.

I told the man that I had supplied Loder and the St. Cloud people and that I was going to continue to do so. He said that he then understood how the cut-rate druggists were managing to get their supplies and told me that I was on the black list of the association. He promised that if I would get Loder and the St. Cloud Pharmacy to enter the associations I would be restored to the good graces of the "trust" myself. But I didn't do it. I have continued to supply the cut-rate druggists, and in spite of the associations manage to get all the drugs and medicines that I need in my business.

They told me they would shut us up in three months and ruin us. But they didn't do it. I am still in business.

Dagobert R. Bransome, salesman for Johnson & Johnson, said that his firm had spent several million dollars in advertising and that the effect of this was being destroyed by the cut-rate druggists, who insisted on selling cabinets, plasters, etc., at a small profit. These cut-rate dealers sold so many articles at reduced rates that their aggregate profits more than equaled those of the regular dealers.

## MR. SHOEMAKER'S TESTIMONY.

Probably the two most important witnesses examined were Clayton F. Shoemaker and Mahlon N. Kline, both of whom have acted as chairman of the Committee on Proprietary Goods and as president of the National Wholesale Druggists' Association. Mr. Shoemaker was characteristically conservative in his testimony, and made an excellent witness for the defense. He stated his reasons for refusing to sell to aggressive cutters in the following words:

"In securing the agency for remedies such as are in question wholesalers are expected to sign a contract with the proprietor agreeing not to sell those goods to persons to whom the proprietor objected. I have not refused to sell any but tripartite goods to such retailers."

Mr. Shoemaker explained that frequently manufacturers agreed to allow retailers in large cities to cut prices to a certain extent, but he said there was always a minimum limit set and the proprietors promised the retailers they would do their best to keep prices from going still lower.

In the course of examination by Mr. Scott the witness said that he wished to deny that so far as handling nontripartite goods was concerned he would discriminate against cut-rate druggists as a matter of sentiment. In the case of tripartite goods he had no choice.

"Well," commented Mr. Scott, "you had so much feeling for the druggists, didn't you have any feeling for the consumer? There is in evidence here a list of statistics that shows that in the last six years, since your associations have maintained these minimum prices you speak of, the people of this country have paid \$96,000,000 more, or \$16,000,000 a year more for drugs than they did before. How about your sentiment there?"

## MR. SHOEMAKER DID NOT BELIEVE THE ATTORNEY'S FIGURES.

"In the first place," said Mr. Shoemaker emphatically, "I do not believe those figures. In the second place, I think the people are fortunate that they can get for 75 cents a bottle of drugs that they should pay \$1 for."

Mr. Johnson, attorney for the defense, asked the witness if he could tell how much difference in the prices of proprietary remedies the combination of druggists had made. Mr. Shoemaker replied that it had made practically no difference in country towns, but in large cities it had raised the prices on some articles about 10 per cent.

## M. N. KLINE TESTIFIES.

Mr. Kline's testimony attracted a great deal of attention in local circles on account of his recent campaign of political reform which placed Mayor Weaver firmly in command of the situation in local politics. The effort of the plaintiffs to show the close co-operation between the three branches of the trade through the testimony of Mr. Kline was not very successful.

Mr. Kline, under both direct and cross-examination, was emphatic in denying the implication that any of the four associations, as such, had ever undertaken to regulate the prices of commodities. The price of any drug, medicine or specialty, he said, is fixed in all cases by its proprietor and is not a matter within the purview of the association to which he may belong. He admitted that the wholesalers' body suggested and encouraged the formation of the retailers' body, but denied that the former ever prepared a plan of campaign against the cut-raters for the use of the retailers.

That the Smith, Kline & French Company had been dropped from the N. A. R. D. and afterward reinstated was part of Mr. Kline's testimony. The process of reinstatement cost the company \$217.04. Among the letters read was one from the secretary of the N. A. R. D. to Mr. Kline personally, in which the confidence of the association in his sympathy with its aims was warmly expressed. Mr. Kline said that the cutting off of "aggressives" like Loder was not a use of organized power, but a mere keeping of contracts with the proprietors and manufacturers of commodities held to be injured by the Loder methods. He added that his house flatly refused to do business with Loder, not only as to proprietary articles, but as to such staples as combs, brushes, etc.

Under John G. Johnson's cross-examination, Mr. Kline said that there was in no case an obligation not to sell to cut-raters beyond that assumed in the contracts with individual manufacturers. Also that the Proprietors' Association mainly devoted its energies to counteracting legislation against the interests of its members.

## CONDITIONS IN THE RETAIL TRADE.

Mr. Johnson brought out the facts that there are about 800 retail druggists in this city; that 500 of them take in between \$30 and \$50 in gross receipts 365 days in each year; that out of this must be paid the cost of goods, rent, clerk hire, fuel, light, etc.; that 50 per cent. of the sales is in proprietary articles.

Mr. Kline testified that one result of unlimited cutting would be the complete elimination of the local retail druggist, which would work a hardship to the public, as the local druggist is an institution of great convenience and value.

Asked why his firm had contributed \$25 to the N. A. R. D.'s "bureau of information," Mr. Kline said that it was by way of payment for the bureau's work in protecting the firm's specialties against "substitution." He explained "substitution" as the theoretical and practical asset of the cut-rater, saying:

The cut-rate man advertises a well-known article far below its scheduled retail price. That attracts folk to his store. To them he explains the cut as due to its inferiority to "something else"—generally something else of his own make. His clerks and salesmen are instructed to force the sale of the something else whenever possible. The "something else"—the substitute, that is—represents a greater profit than would the sale of the imitated article even at schedule price. In brief, prices are cut to attract; substitution is made for revenue.

The witness said that Loder had been cut off by the Smith, Kline & French Company for selling "tripartite" goods—that



is, goods wholesaled under the agreement among the defendant associations—in violation of contracts against cutting the retail price.

There are, Mr. Kline explained, six cut-raters in this city, ten in New York, two in Chicago; none in Boston, although the last named is listed as among the principal cut-rate cities by the trade.

#### MR. LODER TESTIFIES.

On Tuesday Mr. Loder himself took the stand, and in order to prove his losses submitted voluminous records as to the amount of goods purchased by him and the cost. The amounts purchased were as follows: 1898, \$56,376; 1899, \$58,745; 1900, \$61,154; 1901, \$62,226; 1902, \$66,046; 1903, \$71,202; January 1 to July 31, 1904, inclusive, \$38,829. He stated that these goods cost him about 8 per cent. more on account of the working of the tripartite plan, making a total increase in cost to him of about \$7,680 annually.

Mr. Loder also went into some detail as to the methods pursued in evading the regulations laid down by proprietors. He also testified that he had been threatened with ruin by the defendants unless he would agree to join the local association and abide by its decisions.

Walter V. Smith, of Valentine H. Smith & Co., and Frank M. Ramsey, manager for William R. Warner & Co., both testified that they had declined to sell goods to Loder because he was an aggressive cutter. The case is expected to be closed on Friday and to go to the jury on Saturday.

#### BIG DRUG MERGER IN CANADA.

**Six-Million-Dollar Company Floated—Nearly All the Big Firms Join—Options Held on Others.**

*(From our Regular Correspondent.)*

Toronto, November 20.—The merger of a number of the leading wholesale drug establishments of Canada, which has been in progress for several months, has taken practical form by the issue of a Dominion charter of incorporation to the National Drug & Chemical Company of Canada, with a capital of \$6,000,000, with headquarters at Montreal.

The incorporators are Alfred B. Evans, Charles Lyman, James W. Knox, Frederick G. Lyman, William S. Kenny and Theophilus H. Wardleworth, of Montreal; John J. Evans, Liverpool; Francis L. C. Simpson and James B. Hattie, Halifax; James Mattinson, London, Ont.; Charles W. Turpling, George Rutherford and William C. Nisbett, Hamilton; Henry W. Barber and Charles T. Nevins, St. John, N. B.; Thomas M. Henderson and William Henderson, Vancouver, B. C.; Peter Lamont, Nelson, B. C.; David W. Bole and William W. Bole, Winnipeg, and William S. Elliott and George H. Clarkson, Toronto.

#### OPTIONS ON THE BIG STORES.

The company holds options on the great majority of the wholesale drug businesses in Canada which it proposes to take over as going concerns, operating them under a central management at Montreal. Of the six million capital stock \$2,750,000 is 7 per cent. preference stock and \$3,250,000 common stock. It is proposed to leave in the treasury for the present half a million of the preferred and a block of the common stock, the balance having been taken up by members of the respective companies absorbed, partly in exchange for the assets thrown into the business. In addition to this, they contribute \$250,000 in cash. The objects in view in accomplishing this amalgamation are stated to be to prevent overlapping, waste of energy and excessive running expenses. The cost of distribution has rendered it impossible to manufacture chemicals profitably. The large reduction in unnecessary expenses claimed as likely to result from the merger, with the increased purchasing power of the capital secured will, it is anticipated, enable large factories and laboratories for manufacturing chemicals to be established. The company also hopes to regulate the credit system and prevent firms of no commercial stability from obtaining goods for which they are often unable to pay.

#### CANADIAN NEWS NOTES.

Robert W. Elliot, head of the firm of Elliot & Co., Limited, wholesale druggists, died at his residence, Toronto, on the 12th inst., at the age of 71 years. He had been in ill health for about a year before his death. Mr. Elliot, who when quite a young man succeeded to the drug business established by his father, William Elliot, took an active part in commercial and public affairs. In 1879 he was chosen president of the Toronto Board of Trade and in that capacity gave much attention to the tariff question and the opening up of new railroads. He retained his membership in the board until his death and took a prominent part in its affairs as long as his health permitted. Mr. Elliott leaves a widow, two daughters and one son, William S. Elliot, vice-president of the company.

The Veteran's Sure Cure Medicine Company, Limited, has been incorporated under the laws of Ontario with \$50,000 capital and head office at Chatham. The provisional directors are George A. Witherspoon, George W. Sulman, Tancrede J. Doyle, Charles H. Gunn and Robert L. Brackin.

J. F. Kellock, druggist, of Perth, Ont., has sold out his business to W. S. Robertson.

The Austin-Murdoch Company, druggists, of Winnipeg, have dissolved, F. L. Murdoch retiring.

Thomas J. Durick, of St. John, N. B., has opened a branch drug store at Newcastle, N. B.

T. J. Cochrane, druggist, of St. John, N. B., has been succeeded in business by A. G. Hughes.

W. M. McKay, of Port Colborne, Ont., has assigned to G. S. Macdonald.

#### PHARMACY IN PHILADELPHIA.

**The Pharmacopoeia from the Physician's Standpoint—Protection for the Pharmacist.**

The regular monthly pharmaceutical meeting of the Philadelphia College of Pharmacy was held on Tuesday afternoon, November 21, with Joseph Crawford, a well known Philadelphia druggist and botanist, in the chair.

The first paper on the programme was one by Dr. M. Clayton Thrush, of the Medico-Chirurgical College, on "The Eighth Decennial U. S. Pharmacopoeia from a Physician's Standpoint." The speaker commented on all the various classes of medicaments in the new Pharmacopoeia, and said that so far as his knowledge went very few physicians are following the new Pharmacopoeia as yet and that druggists should familiarize themselves with it and distribute samples of the new preparations to physicians and also furnish them with lists of the important changes.

C. P. Gabell, a manufacturing pharmacist of Philadelphia, presented a paper on "The Protection That Should be Afforded the Pharmacist by the Law." He said: "Pharmacists should be the dispensers of all poisons and products containing poisons to the laity. This carries considerable breadth in the statement and may be construed to be very radical, but when we go back to the inception of the poison law we find it was not made to favor a few men in a chosen business or profession, but was intended to safeguard the general community from doing itself harm or causing others harm. We find that conditions existing to-day are the same as in the past; we find also that instead of poisons and allied products passing through qualified and experienced hands they are being dispensed indiscriminately by photo supply houses, grocers, department stores, seed stores, hardware stores and others, to the detriment of the class of men who have qualified themselves to handle these articles intelligently." He further said that "the druggists of the country to-day need to make *poison* their watchword," and that druggists should be the sellers and dispensers of poisons to the laity; nobody else should be allowed to handle them.

M. I. Wilbert, apothecary of the German Hospital, Philadelphia, called attention to Some of the Recent Advances in Pharmacy.

# **PRESCRIPTION TALK AT THE KINGS COUNTY MEETING.**

**Doctor Muir Comes Out Against Tax Free Alcohol—Discussion on the Subject—A Successful Year for the Brooklyn College of Pharmacy.**

The November meeting of the Kings County Pharmaceutical Society, which was held on the 14th inst., was made interesting by the exhibition of six prescriptions out of the twenty presented by W. F. Kaemmerer at the Atlantic City meeting of the American Pharmaceutical Association. The prescriptions were exhibited by the associate editor of the *AMERICAN DRUGGIST*, who invited the comment of the members, and after each member had had his say Mr. Keenan gave the results of several interrogatories addressed to different pharmacists throughout the country. The "prescription talk" proved a very entertaining and valuable feature of the afternoon's sitting and the introducer of the prescriptions was awarded a hearty vote of thanks, the motion being proposed and seconded by several members. The paper which formed the basis of Mr. Keenan's talk is printed elsewhere.

## **WOULD RETAILERS BE BENEFITED?**

Another interesting feature of the meeting which attracted considerable attention outside the walls of the college was the declaration by Dr. William Muir that retail druggists would not be benefited by the removal of the Internal Revenue tax on alcohol and his advice to the members to refrain from further participation in the movement for tax reduction or removal. Dr. Muir believes that if the tax were lifted from alcohol an equal tax would be levied on something else where it might work greater hardship.

The proceedings were opened at 3.10 o'clock p.m. with the reading of the minutes of the preceding meeting, after which Frank J. Morrissey, Jr., who was proposed for election at the previous meeting, was balloted for and unanimously elected to membership. Before proceeding with the ballot Dr. William Muir called attention to a provision of the by-laws which made it obligatory to place the ballot box in front of the presiding officer's desk and for every member voting to advance to the desk and there deposit his ballot. Dr. Muir said that of late this by-law had been "more honored in the breach than in the observance," and while the departure had not been questioned heretofore or now it might be at some future time, and it would be well to return to first principles.

Treasurer P. W. Ray reported a balance of \$449.02 in the treasury of the society and \$7,631.62 in that of the college.

## **BROOKLYN COLLEGE IS PROSPERING.**

The Supervision Committee of the college reported through Dr. Muir that November 15 was the last date on which students could matriculate. The largest number of students in the history of the college was now in attendance, there being 80 junior, 128 senior and 7 postgraduate students. He reported satisfactory returns on the sale of the booklets issued by the society to acquaint pharmacists and physicians with the changes in the new United States Pharmacopœia. One order for 40 copies had been received from a firm in Raleigh, N. C. The financial affairs of the college were reported in excellent condition; the trustees expected to be able to pay an additional \$10,000 on the mortgage this year, which would only leave \$7,000 and, as the committee expressed it, "put the college on 'easy street' in a short time." A letter from J. G. Wischerth, chairman of the National Formulary Committee, expressing regret at his inability to be present was read. After adopting a resolution providing for the appointment of a committee of fifteen to represent the society in the N. A. R. D. movement as a Committee on Complaint, an amendment to the constitution was proposed to make provision for the establishment of free scholarships in the college under the auspices of the society. Under the rules this went over until the next meeting.

As chairman of the Procter Memorial Fund Dr. Muir announced results from the issuance of 600 circulars to the pharmacists of Brooklyn asking for contributions of \$1, which had

been unsatisfactory. Only three answers had been received, two from Italian pharmacists and one from a German.

Dr. Muir had hardly taken his seat before a number of members came forward with contributions to the fund, which was increased by \$12 at this meeting.

Two students who had passed successful examinations at the last session of the Brooklyn College of Pharmacy were awarded their diplomas at this meeting, Dean Anderson explaining that while it had been customary heretofore to award the diplomas at the commencement exercises the passage of the new prerequisite law made this somewhat of a hardship, as the young men who had fulfilled all the requirements would be obliged, unless they got their diplomas now, to wait until next May before they could secure registration as pharmacists. The students receiving diplomas were Theodore H. Bohlk and Raymond D. Cullen.

## **THE TAX ON ALCOHOL.**

The agitation for the removal of the Internal Revenue tax on alcohol was then discussed. Dr. Muir said that while he regarded the tax as an unjust one, he did not see how retail pharmacists would be benefited if it were removed. "The alcohol tax," he said, "puts between \$40,000,000 and \$50,000,000 into Uncle Sam's treasure chest every year and if it were lifted from alcohol the duty would have to be levied on something else, where it might work a real hardship. If we urge the repeal of the duty we will be but acting as tools in the hands of certain big manufacturers and varnish makers."

Mr. Keenan said he thought Dr. Muir took a somewhat narrow view of the matter. Admitting that the retail drug trade would not be greatly benefited by the repeal of the tax, he was convinced that even a partial reduction of the tax would be a great boon to American chemical manufacturers. He instanced the great advantage which had accrued to the manufacturers of chemicals in Germany through the privilege they enjoyed of using tax free alcohol.

Dr. Muir retorted that if the removal of the tax was to benefit manufacturers it was up to the manufacturers to pull their own chestnuts out of the fire.

## **HAS THE HEALTH DEPARTMENT AN ADVISORY BOARD?**

A letter from the Manhattan Association asking for the appointment of a committee of three from the Kings County Society to meet representatives of the Manhattan and other associations in Greater New York for the purpose of agitating the appointment of a pharmacist on the Board of Health was freely discussed before the society decided to appoint a committee composed of Dr. Muir, Dean Anderson and J. H. Rehfus.

Dr. Muir thought it would be a good idea to learn definitely first of all if the Health Department had an advisory board. He was inclined to doubt its existence. It was explained by one of the members that the advisory board was one of former Mayor Seth Low's creations and it was doubtful if Mayor McClellan had continued it.

## **SHORT IN HIS ACCOUNTS.**

**Treasurer of Connecticut Pharmacy Commission Said to Owe State \$1,380.**

New Haven, November 24.—An official statement issued by the State Controller and Attorney-General King is that George L. Ellsbree, of Meriden, treasurer of the State Pharmacy Commission, is short in his accounts. Commissioner Ellsbree owes the State \$1,380, it is said, but is fully bonded. As to the shortage, Deputy State Controller Bissell says:

The commissioners did not make their semiannual accounting in June. Upon their attention being called to this matter by the Controller they stated that this was owing to the delinquency of their treasurer, Mr. Ellsbree, whom they had deputed to take charge of the financial affairs of the board. The members of the board are fully bonded and are all liable to the State. The matter is now in the hands of the Attorney-General.

## WORK OF THE MANHATTAN ASSOCIATION.

**Lecturers Engaged for Future Meetings—The Association's Booklet Giving Synopsis of Changes in the Pharmacopœia—An Early Dispensatory Exhibited.**

An interesting feature of the regular monthly meeting of the Manhattan Pharmaceutical Association last Monday night at the New York College of Pharmacy was an address by President Alpers on an old pharmacopœia written by Nicholas Culpepper. The book had been brought to the attention of Mr. Alpers by Ewen McIntyre, and the selections read from it by Mr. Alpers and his comments on the same proved instructive and highly entertaining. One formula in particular that called for some 200 ingredients proved very amusing.

Comparatively little business was transacted at the meeting. Treasurer Hitchcock's report on the condition of the association's finances showed a balance in the treasury of \$153.85. Jacob Diner, chairman of the Special Committee appointed to draft a circular to be issued by the association on the new United States Pharmacopœia, read the circular which had been prepared by the committee. The report was accepted as read and the committee authorized to go ahead with the printing. It will be quite a comprehensive pamphlet, giving a brief outline of the work done by the Revision Committee and calling physicians' attention to the more important phases of the work and changes made in the revised edition. The pamphlet will contain the names and addresses of the members of the Manhattan association.

Secretary Swann read communications from the Kings County Society and the New York Retail Druggists' Association announcing the members of committees appointed by those associations for a joint conference to take up the matter of having pharmacists represented on the Advisory Board of the New York Board of Health. President Alpers said he would call a meeting of the various committees in the near future.

The following, it was announced by President Alpers, would address future meetings of the association: December, Prof. Henry Kraemer, of Philadelphia; January, Harry B. Mason, of Detroit; February, Prof. H. P. Hynson, of Philadelphia; March, Prof. W. F. Scoville, of Boston; April, Dr. A. R. L. Dohme, of Baltimore.

Mr. Hitchcock exhibited two bottles of a certain proprietary article that is manufactured by a concern composed mostly of physicians who, whenever possible, prescribe the preparations made by this firm. The price of the article shown, Mr. Hitchcock said, was exorbitant, and he thought it well to call the matter to the attention of the members of the association. Jacob Diner told of another concern that was in the same kind of business and that had physicians for its principal stockholders. No action was taken on the matter.

Fifteen dollars was appropriated for expenses incurred by the Entertainment Committee, and on motion of Mr. Diner the committee was authorized to provide refreshments at every meeting.

Dr. F. E. Stewart was a guest at the meeting. On being introduced by President Alpers he made a few remarks on the importance of the circular about to be issued on the new U. S. P. by the association, adding that he would bring it to the attention of the County Medical Society. He spoke also of the American Pharmacological Society which he helped to organize; it is expected that the details of the society's "bulletin system" will soon be announced.

The venerable Ewen McIntyre was also a guest of the association at the meeting last Monday night. In a brief speech he expressed his pleasure at being able to be present and thanked the association for the cordial greeting extended to him. He said he hoped to be able to attend the meeting when Dr. Dohme addressed the association, for Dr. Dohme, he said, had always been a generous friend of the college.

## PERUNA CASE HEARING.

**Argument in Suit Brought by New York State Excise Department**

Syracuse, November 24.—The test case brought by the State Excise Department against Peruna came up before Justice Andrews in special term of the Supreme Court on a motion made by attorneys for P. W. Cullinan, State Excise Commissioner, to have stricken out certain portions of the answer filed by the defendant. The action is brought for the purpose of compelling Henry D. Dwight and Frederick J. Nye, known as H. D. Dwight & Co., to forfeit their license to sell liquor as registered pharmacists because they sold one Stephen Pollard a quantity of "a liquor known as Peruna."

The claim of the State is that if the character of the substance is such that it is mostly liquor it is in violation of the excise law regardless of what drugs it may contain. The answer alleges that Peruna has been sold as a medicine for 40 years and that it is prepared according to a medical formula. The defendants also declare that they never knew that it was intoxicating. Just why the local druggists were selected as the victims of the test case, inasmuch as Peruna is sold by every druggist in the country, no one seems to know.

Attorney Edwin Wells in making the motion emphasized the importance of the case to the druggists of the United States. He contended that if Peruna is sold in violation of the law, then the same is true of almost every proprietary medicine sold, for almost every one of them contains more or less liquor. The Court took the papers.

## PROPRIETARIES CLASSED AS LIQUORS.

**Commissioner Yerkes Names a Partial List.**

The Internal Revenue Department at Washington on Friday made public the following partial list of articles which will come under the Federal liquor tax ruling—to wit:

Atwood's La Grippe Specific, Cuban Gingeric, Dewitt's Stomach Bitters, Dr. Bouvier's Buchu Gin, Dr. Fowler's Meat and Malt, Duffy's Malt Whiskey, Gilbert's Rejuvenating Iron and Herb Juice, Hostetter's Stomach Bitters, Kudros, Peruna and Rock Candy Cough Cure.

The concluding paragraph of the commissioner's circular letter is as follows:

"Until public notice is given as to other preparations than those named above, manufacturers of same, druggists and others handling these preparations will not be held liable for special tax for other articles than those set forth herein, provided that the compounds are sold in good faith as medicines."

The order of September 12 was to become effective on December 1 of this year, but protests were received from a large number of manufacturers and dealers, declaring that they had on hand large stocks of the so-called medicines, that they acquired them in good faith, and that the imposition of the Government tax would cause them to suffer great loss. Accordingly, Commissioner Yerkes directed on Friday that the rule be not applied to manufacturers until January 1, 1906, and not to druggists and other dealers until April 1, 1906.

**The Allen R. Fellows Company to Market an N. A. R. D. Line of Pharmaceuticals.**

On December 1 a full line of pharmaceutical preparations will be placed on the market by the Allen R. Fellows Company in strict conformity with the N. A. R. D. plans. The goods will be numbered and their sale restricted to the legitimate trade.

The Allen R. Fellows Company has leased commodious quarters at 237 and 239 Market street, Chicago, and its force is actively at work preparing a full line of goods.

Mr. Fellows is well known through his active work as general manager of the Searle & Hereth Company and before that as a manufacturer of plasters under his own name. Mr. Fellows' aggressive methods, keen business insight and untiring energy will no doubt win the success in this field which he has won in other ventures.

## Greater New York News.

N. C. Polson, Jr., of Kingston, Ont., was a recent visitor to the local drug trade.

Manager O. W. Smith, of the Baltimore office of Parke, Davis & Co., paid a visit to the local offices of the firm recently.

A meeting of the General Committee of the M. A. R. D. has been called for Monday, December 4. The General Committee consists of the Executive Committee and representatives from all the various districts of the city.

Owing to lack of a quorum there was no meeting of the Drug Trade Section of the New York Board of Trade and Transportation on the day set for same. It is not likely that a meeting will be held this month.

P. C. Magnus, of Magnus & Lauer, this city, is vice-president and general manager of the National Essential Oil & Distilling Company, which is erecting a large witch hazel plant in Chester, Conn., to be completed in December. The plant when finished will be operated day and night.

A young man who gave his name as Albert Byrnes was arrested recently in the drug store of Oscar F. Jones, of 120 Myrtle avenue, Brooklyn, charged with robbing automatic telephone boxes. The young man was caught in the act by Druggist Jones, who turned him over to the police.

A petition in bankruptcy has been filed by F. H. Plate, a drug clerk of 192 Montauk avenue, Brooklyn; the unsecured claims are given as \$3,310 and no assets. The largest claim against him is for \$3,300, part purchase price of a store which he bought and tried to run.

A. E. Kent, who has represented the J. Elwood Lee Company, Conshohocken, Pa., in Michigan for the past five years, resigned November 1 to accept a position with Seabury & Johnson, New York. Mr. Kent will continue the same territory, making headquarters at the Wayne Hotel, Detroit, Mich.

G. S. Mariager, who for several years has been cashier of the local branch of Parke, Davis & Co., has resigned. His resignation is to take effect on January 1. He will be succeeded by C. N. Bruun, who has been with the firm for ten or twelve years, and has been rewarded with steady promotion for his faithful services.

An informal dinner party was given on November 9 by Jesse L. Hopkins, head of the firm of J. L. Hopkins & Co., the well-known drug importers and millers of this city, in celebration of his twenty-fifth wedding anniversary. The affair proved most enjoyable, and Mr. Hopkins was the recipient of many congratulations.

A special meeting of the Executive Committee of the Proprietary Association of America is to be held in this city on Monday, December 4. It is understood that one of the principal matters to be discussed is the Internal Revenue Department's ruling on patent medicines containing alcohol. It is also probable that the situation in this city as regards the direct contract and serial number movement will be discussed.

Henry W. Koch, a druggist, at Third avenue and Seventy-fourth street, Brooklyn, sent his 14-year-old errand boy, William Bamburger, to the bank to deposit \$144.65, and has neither seen nor heard anything more of the boy or the money since. There was \$111 in cash and \$33.65 in checks, which were to have gone to the branch of the Mechanics' Bank at Ninth street and Fifth avenue. It is believed the lad has gone to Newfoundland; another theory advanced is that he was kidnapped.

The employees of the wholesale drug firm of Henry Klein & Co. on November 10 commemorated the twenty-fifth year of service of Manager Charles H. Wackerberg by presenting him with an elaborate inkstand of cut glass and solid silver; the firm presented him with a solid silver loving cup of handsome design. Presentation speeches were made by Theodore E. Welch and P. H. Brickelmaier. Mr. Wackerberg feelingly expressed his thanks for the gifts from the firm and his associates.

The Alumni Association of the New York College of Pharmacy will hold its annual dinner at the Hotel Cadillac, Broadway and Forty-third street, in the banquet hall of the new annex, on Saturday evening, December 6. Last year's banquet was held there. There will be musical and vocal entertainment during the dinner. E. P. Wendler is chairman of the Dinner Committee. The annual ball of the Alumni Association will be held at the Grand Central Palace the first Wednesday in February.

The grand masquerade and civic ball given by students of the New York College of Pharmacy at the Palace Garden, Fifty-eighth street and Lexington avenue, on Friday evening, November 10, proved a very successful and highly enjoyable affair. There was a very good attendance. An interesting feature of the evening was furnished by members of the Phi Chi fraternity, who, dressed in long black robes, with hoods and masks, and their society emblem on their breasts, solemnly paraded around the hall in lockstep. The following had charge of the dance: Floor manager, Rudolph Gies; assistants, Roy M. Holmes and Herman Kaiser; floor committee, Arthur L. Lahey, Charles W. Flint, Edward A. Grogan and William J. Mahoney; reception, Harry B. Ferguson, Oakley A. Morhous, William Morton, Wallace G. Sabine, Eugene D. Driscoll and Raymond W. Fish; arrangements, Frederick A. Leslie, Joseph F. Armstrong, Henry W. Lemkule and Charles K. Brown; press, Charles W. Bock, John M. Williams and L. E. Hammond.

### Plans Chain of Drug Stores.

The organization of a stock company with \$100,000 capital to operate department drug stores throughout Nassau County has been commenced by W. A. Dawson, of Freeport, Long Island. The plan of the promoter is to have a central warehouse from which goods will be distributed to the various branches and laboratories and work rooms for manufacturing medicines and other goods to be sold in the stores, which are to be located in all the prominent villages. Mr. Dawson expects to have associated with him in the enterprise several parties who have been identified with the drug trade in Brooklyn and Manhattan for a number of years. He expects to have the united stores in operation within a year. Mr. Dawson is well known to AMERICAN DRUGGIST readers as the former editor of the Department of Business Building.

### Brooklyn Pharmacy Alumni Celebrate.

The Alumni Association of the Brooklyn College of Pharmacy held a reception and dance on Thursday evening, November 16, at the college building, Nostrand avenue. At 10 o'clock, after the members of the alumni had enjoyed a social chat, an interesting entertainment was given, Dr. Edward Kleine, president of the association, having charge. An orchestra led by Charles Kleine gave an excellent programme. Miss A. Kunkel sang a soprano solo and Dr. Charles Nathan sang a baritone solo. W. H. Weygandt, one of the officers of the organization, made an address and was applauded. Mrs. William Ross, of Manhattan, an accomplished pianist, gave a piano selection. Dancing followed the entertainment. A collation was served during the evening.

Those present included Miss Lella Scharg, Mrs. M. Dawson, Miss E. Maloney, Miss C. McCormack, Dr. and Mrs. E. Kleine, Miss L. Schroeder, Miss M. Treibus, Miss Marie Muller, Miss Martha Roheffs, Mrs. William Roheffs, Miss Charlotte Muller, Miss Zerken, Mrs. Zerken, Mr. Schmerz, Miss Schmerz, Miss J. Kunkel, Dr. Wm. Muir, Miss Muir, Mr. and Mrs. Wm. Harloe, Miss Hermans, Mrs. A. Flynn, Dr. and Mrs. W. C. Anderson, Miss Cobel, Miss Margaret Smyth, Dr. and Mrs. J. B. Adatte, Miss Hattie Macflinis, Miss J. C. Kloker, Dr. and Mrs. William Ross, of New York: Dr. and Mrs. C. A. Kunkel, Miss K. Hohnbaum, Miss Hoase, Miss Moherson, Mr. and Mrs. C. L. Gesell, Mr. and Mrs. H. J. Dawson, Miss M. Rhodes, Mrs. Frank Bourne, Miss Elsie Bensin, Isidore Sander, Dr. George Dunn, Dr. Joseph Farrell, Mr. Boardman, H. T. Sturz, Charles Minarcik, jr., J. Kunkel, George Kleine, A. L. Palmer, Frank Bourne, Mortimer Keating, W. H. Weygandt, W. G. Meister, C. A. Liv-

ington, G. A. Knobloch, jr., L. Hellwig, Percy McCoy, Dr. Charles Nathan, J. Oakley Kellogg, Edward Mielike, Libera-  
than Klein.

Mrs. C. L. Gesell, a prominent member of the association, who is actively engaged in the drug business in Manhattan avenue with her husband, is working earnestly for the success of the organization. She is chairman of a committee which has arranged for a series of lectures to be given at the College under the auspices of the Alumni Association. Her associates are Dr. F. P. Tuthill and I. V. S. Stanislaus. At the December meeting of the Kings County Pharmaceutical Society the alumni will present the college with a life size bust portrait of the late Dr. Walter Bryan.

#### THANKS FROM THE AMERICAN PHARMACEUTICAL ASSOCIATION.

At the meeting of the American Pharmaceutical Association, held at Atlantic City, N. J., September, 1905, the Council of the American Pharmaceutical Association recommended that the treasurer be directed to repay to the publishers of *THE AMERICAN DRUGGIST*, *The Druggists' Circular*, the *Bulletin of Pharmacy* and *Merck's Report* each the sum of \$325, together with a vote of thanks from the association for the kind aid extended in advancing this money for the publication of the *General Index of the Proceedings*. This recommendation was subsequently approved by the association at large in general session assembled. Thus runs an announcement by Charles Caspari, Jr., general secretary of the American Pharmaceutical Association, which accompanied the subjoined communication from Treasurer S. A. D. Sheppard.

Boston, November 13, 1905.

*Publishers of the American Druggist:*

Gentlemen,—Please find inclosed check for three hundred and twenty-five dollars (\$325) to reimburse you for your generous loan to the American Pharmaceutical Association, which I am forwarding immediately on receipt of official order from president and secretary. Also inclosed find copy of the vote passed at our annual meeting last September as forwarded to me by the general secretary.

Allow me to add the personal thanks of the treasurer to those of the association at large for your co-operation and valuable assistance in enabling us to edit the *Semi-Centennial Index* without unnecessary delay.

Such practical aid is most gratifying and I feel sure that it was incited by feelings of true loyalty and friendship to our grand association.

Yours very truly,

S. A. D. SHEPPARD.

#### Our Richly Merited Success.

The following is a copy of a letter received from Prof. J. H. Beal, dean of the School of Pharmacy of Scio College, Scio, Ohio, former president of the American Pharmaceutical Association, and now chairman of the Council of that body and vice-chairman of the Board of Trustees of the American Pharmaceutical Association:

*To the Editor:*

Sir,—*THE AMERICAN DRUGGIST* for November 13, just at hand, is an issue of such very great interest and importance that I should like to secure an extra copy or two of the same.

The Notes on New Remedies are of special value, and I wish to express my appreciation of the journal as a bright, new, up-to-date publication which is always eagerly read, and contains so much of value to the pharmacist and to the profession at large.

Wishing it a continuation of the success which has been already achieved and is so richly merited, and with kind regards to its worthy editors, I remain,

Sincerely yours, J. H. BEAL.

Scio, Ohio, November 13, 1905.

## Obituary.

Charles W. Donahoe, of South Boston, died on November 10 of pneumonia. The deceased was born in Boston in 1854 and received his education in the schools of this city. Later he was with the wholesale firms of Cutter Bros. & Gilman Bros. Afterward he engaged in the retail business at 163 D street and at 582 Dorchester avenue. He was interested in public affairs, serving in the Common Council and also in the Legislature. He belonged to the M. S. P. A. and also to the B. A. R. D. His South Boston associates sent a floral offering at the time of the funeral and many of them were present in person.

RACHEL A. CAMERON.

Rachel A. Cameron, who died on September 8, after a long and severe illness, at the home of her sister, Mrs. Edward M. Woodruff, 79 New York avenue, Brooklyn, was the widow of Donald L. Cameron, a well-known pharmacist, who died August 11, 1900. For several years Mr. Cameron was president of the Kings County Board of Pharmacy, and he was prominently identified with the Kings County Pharmaceutical Society and the New York State Pharmaceutical Association, having been a charter member of each association. Mrs. Cameron was well known to the pharmacists of this State, as she always accompanied Mr. Cameron when he attended the various pharmaceutical meetings.

JOSEPH C. HANCE.

Joseph C. Hance died at his country home, Weldon, Montgomery County, Pa., on November 13. Ten days prior he was stricken with paralysis from which he never regained consciousness. Mr. Hance was a member of the firm of Hance Brothers & White, pharmaceutical chemists, of Philadelphia. He joined his brother in the business in early manhood and always commanded the esteem of the correspondents of the house. He was a man of retiring disposition, whose general condition of health prevented him from taking part in public affairs, although earnestly interested in all that promised for the good of the community. For years he had been a director in the Consolidation National Bank, and was a member of the Art Club, Pennsylvania Historical Society, Franklin Institute, Manufacturers' Club and Huntingdon Valley Country Club. He is survived by a widow and one daughter, wife of Professor Blake, of Lehigh University.

#### DIED.

BEEDLE.—In Lawrence, Mass., on Thursday, November 2, Charles Homer Beedle, in the fifty-second year of his age.

CAMPION.—In Philadelphia on Tuesday, November 14, Henry C. Campion, in the sixty-sixth year of his age.

DEWEY.—In Gouverneur, N. Y., on Tuesday, October 31, Albert W. Dewey, in the forty-first year of his age.

ELLIOT.—In Toronto, Canada, on November 12, Robert Wall Elliot, in the seventy-second year of his age.

HANCE.—In Philadelphia, on Monday, November 13, Joseph C. Hance, in the sixty-ninth year of his age.

KLUTZ.—In Wilmington, N. C., on Wednesday, November 8, Felix Hoyle Klutz, in the twenty-eighth year of his age.

MAGINNESS.—In Louisville, Ky., on Wednesday, November 8, Colonel Edmund A. Maginness, in the seventy-fourth year of his age.

PORTER.—In Dubuque, Iowa, on Monday, October 30, Edwin C. Porter, in the fifty-third year of his age.

SAUTER.—In New York, on Tuesday, October 24, William Sauter, of Albany, N. Y., in the forty-sixth year of his age.

SELF.—In St. Joseph, Mo., on Thursday, November 9, James S. Self, in the twenty-third year of his age.

SNYDER.—In Mahanoy City, Pa., on Tuesday, November 7, Frank H. Snyder, in the thirty-second year of his age.



## A WOMEN'S AUXILIARY FOR THE N. A. R. D.

**Movement for Organization in Boston—Temporary Officers Chosen—Plan and Scope of the Organization.**

(From our Regular Correspondent.)

Boston, November 21.—During the recent N. A. R. D. convention the subject of a women's auxiliary was favorably considered, and now the prospect of bringing the matter to a successful issue is made bright by assurances of support from other sections of the country.

Meetings have been held here in Boston, at which Mrs. L. O. Wallace served as temporary president and Mrs. E. H. La Pierre as acting secretary. The Committee on Plan of Organization consists of Mrs. J. G. Godding, Mrs. L. O. Wallace, Mrs. G. W. Cobb, Mrs. Reeves and Mrs. Kelsner.

Secretaries of organizations affiliated with the N. A. R. D. will soon receive an announcement of the proposed plan and a request to bring the subject to the attention of women who would likely be interested and participate in the movement. A convention in the near future is a possibility, to which delegates would be invited from all over the country. Some of the proposed objects are the uniting more closely and socially the families of retail druggists, progress in reformatory and educational lines, dissemination of useful information, exposure of fraud and adulteration of foodstuffs, furthering of the interests of the N. A. R. D. and kindred associations, uniting of representatives of associations of women into a central body for the betterment of social and business conditions of the retail trade and co-operation with organizations having similar aims and encouraging mutual improvement.

# PHARMACOPOEIAL STANDARDS AND PROPRIETARY PREPARATIONS.

**Western Branch of the New York Board of Pharmacy Solicit and Receive a Legal Opinion—Its Text.**

Secretary Geo. C. Reimann, of the Western Branch of the New York State Board of Pharmacy, has favored us with the subjoined opinion by the attorney of the board. The opinion is the subject of comment in our editorial columns:

BUFFALO, October 3, 1905.

State Board of Pharmacy, Western Branch, Buffalo, N. Y.

Gentlemen,—You asked an opinion as to whether a dealer would be protected in the sale of drugs, chemicals and medicine mentioned in the United States Pharmacopœia, by marking the same in the possessive, as—Dr. Green's Tincture of Arnica," when the drug, chemical or medicine sold were of an inferior strength, quality and purity from that established for it in the latest edition of the U. S. Pharmacopœia.

We answer that if arnica, or any other drug, or pharmaceutical preparation is specified and prescribed for a customer, the arnica or pharmaceutical preparation ordered must be of the standard of strength quality and purity established by the latest edition of the United States Pharmacopœia.

The putting on the label of the proprietor's name in the possessive case would have no effect to take the article sold from under the prohibition of the Public Health Act, Clause 197.

You asked whether the putting of an adjective, as "Special" "Extra", "Compound", would make any difference in the liability of the person selling the drug, chemical, medicine or pharmaceutical preparation, if it should be of an inferior quality.

We answer, emphatically, No.

All pharmaceutical preparations sold or dispensed in a pharmacy, store, dispensary or place, must be of the standard quality, strength and purity established by the latest edition of the United States Pharmacopœia, unless otherwise prescribed for or specified by the customer.

The placing of the vendor's name in the possessive case upon the label does not change the drug, medicine or chemical into a proprietary article so as to avoid the provisions of the act. The use of the possessive, the use of the adjective, or the use of the name, are all powerless to take a drug, chemical or medicine from under the provisions of the Act, requiring that the same shall be of the standard laid down in the latest edition of the United States Pharmacopœia, unless otherwise prescribed for or specified by the customer.

Yours truly,

ARTHUR W. HICKMAN,  
HICKMAN AND PALMER.

## WESTERN NEW YORK.

**Price Protection Produces Improvement—Number of Applicants for Registration Decline—Illegal Cocaine Sales—Weak Laudanum.**

(From our Regular Correspondent.)

Buffalo, November 21.—Trade improved is the report of the Buffalo retailers. Everybody is finding that the prescription department is very active and the price of proprietaries is better than it was. There is some cutting, but it is not anything like what it was, and if the present hold on the trade is kept it will not break out again as it did last year in a long time. The trade has had its experience and sees the difference now. Such wars usually steal in on any trade and they last a long time after everybody is sorry, though it is hard to find a way of stopping them so that there is not some one who is afraid he has yielded more than he should. So they go on till the whole trade is flat. That was the case in Buffalo, anyhow.

REGISTERED BY THE WESTERN BRANCH.

The Western Branch of the State Board of Pharmacy finds the candidates for license very few now that the bars have been put up, just as was expected. The applicants were few at the November examination, and only the following five passed: Pharmacists—John D. Hulse, Benjamin F. Miles, Gertrude F. Keenan. Druggists—John C. Harry, Thomas H. Meredith. Mr. Hulse is in a pharmacy at Sodus Point, Mr. Miles is at Ithaca, coming not long ago from Hartford, Conn.; Miss Keenan is at the Palmer Pharmacy in Olean, Mr. Harry is with Keller & Deuchler, Buffalo, and Mr. Meredith, of Jamestown, is in the Buffalo College of Pharmacy.

FINED FOR ILLEGAL COCAINE SALES.

The board is looking carefully after the lawless element of the drug trade and finds cases of peculiar interest, though it is confessed that some of them are nearly hopeless. For instance, there has been of late a descent on the cocaine traffic and \$400 collected in fines on account of no labeling or no registry of sales, or both. The delinquents are now keeping the law, but it is found that there are about three stores in the city that are selling all they can to cocaine fiends, sometimes to 50 such in a day. What can be done to stop such a nefarious trade in a respectable business and carried on at present at least within the law?

LAUDANUM DEFICIENT IN STRENGTH.

Again it is the laudanum trade that has to be pulled up. Going over it the board found considerable unlawful goods, so it took a course about as fair as could be conceived. A sample was given to a chemist for assay, then he was given a second sample, then another chemist was given a sample, and some was left in the druggist's hands to be assayed on his account if he so desired. When the three samples tested were all found to be bad the seller was prosecuted.

NIAGARA FALLS DRUGGISTS ORGANIZED.

J. D. Bellaire, of the N. A. R. D., who lately made Buffalo his headquarters as a convenient point for operating in western New York, has succeeded in organizing the druggists of Niagara Falls and declares the new Niagara Falls Retail Druggists' Association to be a strong, healthy body. The president is Eugene Laurier; vice-president, C. J. Cole; secretary, E. J. Cole; treasurer, W. M. Bowen; trustees—T. H. Wallace, A. Vorwerk, J. F. Kobler. Regular meetings will be held on the second Tuesday of each month. There has been no great amount of price cutting there, so the organization was effected for the purpose of holding up the hands of the N. A. R. D. There are 15 druggists in the city, of whom two are grocers. Practically all have joined the association.

The effort to bring Lockport into the fold did not succeed on account of a difference of opinion as to the terms on which an association should be received.

Mr. Bellaire has now gone to Fillmore, Allegany County, which is under a county association but has been cutting prices to ribbons lately.

## THE BUFFALO DRUGGISTS' BOWLING CLUB

is a trifle more than a howling success now that cool weather prevails. At the last Friday meeting so many members attended that it was impossible to find room for them all, unless they were given the monopoly of the whole four alleys in the rooms near the College of Pharmacy, where they meet. Some special arrangement will have to be made to accommodate them all.

Capt. John P. Diehl, jr., of the club, is just back from a hunting trip to Canada, where he shot two deer.

Herbert M. Groves, of the Western Branch of the State Board of Pharmacy, is ill of typhoid fever at the hospital in Batavia.

The Buffalo Drug Merchants' Exchange has reached its city limit of 100 members and has about 25 members out of the city. A large business is done and there is prospect of much further expansion.

Ex-President Thomas Stoddard, of the State Pharmaceutical Association, expresses himself as well satisfied over his defeat for re-election as City Councilman of Buffalo, especially as he went down before a local tidal wave of Democracy that swept everything before it. Business now.

The financial difficulties of Dr. Peter R. Croy, of Niagara Falls, have been settled by one of his drug stores being sold to Faxon, the Buffalo grocer, who has one combined store in Niagara Falls, and placing the other store in the hands of a company.

Buffalo druggists are much grieved over the death of Dr. D. W. Harrington, who had practiced in the Cold Spring district for many years and was a sort of patron saint of the pharmacists in the city.

Dr. Ernest Wende, professor of toxicology and microscopy of the Buffalo College of Pharmacy, and formerly health physician of the city, has been reappointed to the latter position by Mayor-elect Adam.

It is expected that the New York State Board of Pharmacy will join the Association of Boards of Pharmacy next year.

## THE SHERIFF GOT THE GOODS.

The story comes from a central Pennsylvania town of a well-known Buffalo druggist and an equally well-known traveling salesman in the same trade who lately made an oft-repeated fishing trip to the Maine lakes. They did not omit the time-honored custom of sending on a case of moist goods to join them as they went into retirement, but a sharp-nosed deputy sheriff confiscated the stuff on the way and the Nimrods came back dry. Their friends declare that they always used to report the fish they caught as at least two feet long, but this time they didn't find one that would measure more than ten inches over all!

## NOTES OF THE TRAVELING MEN.

F. C. Moore is still on the list for this territory as the favorite representative of the New York house of R. Hillier's Sons Company, and his visits are as welcome as ever.

L. D. Worden knows the November needs of the druggists of this vicinity, and accordingly brings his list along with him for a further distribution of the specialties of Schieffelin & Co.

The Muhlen & Kropff cologne and toilet soaps took another step forward on the last call on the drug and general trade that R. S. Arcularius has worked up in Buffalo.

It is a long list of things of interest to the druggist that J. A. Cockman brings this way in the interest of the Baltimore house of McCormick & Co., manufacturing chemists.

W. D. Brenn is still in the list of accepted traveling salesmen who make Buffalo one of their stopping places, coming in the interest of the specialties of the Tyler & Finch Company.

The United Brush Company sends us its representative for this territory, E. Schlacht, who canvassed the city thoroughly and went away with a good lot of satisfactory orders.

George H. Macy comes up from New York as usual with a big list of the essential oils and fine drugs prepared by George Lueders & Co. for the general trade.

The Buffalo retail druggist still welcomes Edgar P. Reynolds in his weekly rounds, selling the specialties of the Syracuse house of Charles Hubbard & Son, in which business he has been a long time.

L. E. Treat, who knows Buffalo also as a former resident, returned to his old customers not long ago with all of his full list of specialties for the well-known house of Johnson & Johnson.

W. D. Shattuck still looks in on the city druggist with a fellow feeling, which is fully returned by everybody, and the result is a good lot of sales of the rubber goods of Parker, Stearns & Sutton.

"The earth contributes and J. L. Hopkins & Co. distribute" is the song of Justin Keith, who still calls regularly on his old customers in the Buffalo district and keeps on distributing.

E. C. Stanley was with us about the middle of last month with a full line of the extracts, essences and kindred goods of the New York house of D. R. James & Brother, all of which he well knows how to sell.

Frank J. Roe, special salesman in this territory for David E. Green & Co., went the Buffalo round late in October, selling his ordinary line of gums, vanilla beans and the like, with his usual success.

The jujube man was again with us last month, looking exactly like Frank C. Davis, who is the personator always of the New York house of Wallace & Co., and he represents them well.

Lehn & Fink send us as usual their trustworthy and trusted salesman of long standing, Edwin H. Powell, with a complete line of their specialties, all of which find ready sale in this market.

## The Territorial Board of Pharmacy of Oklahoma.

The regular quarterly meeting of the Oklahoma Board of Pharmacy was held at Anadarka on October 10. A class of twenty-six candidates was present and took the examination. The following passed the required grade and will receive certificates of registration:

Alden J. Brace, Fletcher; Karl Douglas, Anadarka; D. C. Gamble, Jr., Alva; George W. Moss, Stroud; Ulysses E. McDermott, Pond Creek; M. E. Park, Manchester; William P. Robinson, Pawhuska; C. M. Sewell, Altus, and James Whittet, Carnegie.

## The following were registered on diplomas from colleges

Alonso D. McDonell, Montpelier, Ind., Purdue School of Pharmacy; Marvin M. McCord, Washington, Ind., Northern Indiana School of Pharmacy; Frank A. Paybyski, Chicago, Northern Indiana School of Pharmacy; Chester C. Pegg, Ponca City, Highland Park College of Pharmacy; William M. Perry, Brame, Okla., University of North Carolina, Department of Pharmacy; Arthur J. Price, Elizabethtown, Ill., Northwestern University, School of Pharmacy; Roy E. Rankin, Lincoln, Wash., Drake University, Des Moines, Iowa; H. D. Reynolds, Shawnee, Ohio Normal School of Pharmacy, Ada, Ohio; Alfred P. Ruediger, Snyder, Okla., University of Kansas; Thomas C. Sturm, Newkirk, Okla., Northern Indiana School of Pharmacy; Fred C. Sheets, Chicago, Northern Indiana School of Pharmacy; Clyde W. Townsend, Shawnee, Chicago College of Pharmacy; Otis M. Wolgamot, Richwood, Ohio, Ohio Northern University; Mary B. Walker, Beaver, Okla., Northwestern University School of Pharmacy.

The next regular meeting of the board will be held at Guthrie on January 9, 1906.

At that meeting a special examination will be prepared and presented for assistant certificates. All parties who have had the two years of practical experience and are dispensing in drug stores in the Territory will be expected to appear and take this examination. Application should be made for blanks to the secretary, F. B. Lillie, Guthrie.

The board has decided that all persons in the Territory who are dispensing without being properly registered as required by law must proceed to qualify at once. Special applications will be prepared for this purpose and furnished to all parties desiring to make application.

The board has decided to award at each meeting a prize in the registered pharmacists class of a membership in the American Pharmaceutical Association to the person receiving the highest average grade. At the meeting at Anadarka this prize was awarded to James Whittet, of Carnegie, Okla. His general average was 85 per cent, the highest of any in the class.

## NEW ENGLAND.

**The Drug Trade Fares Well in the Distribution of Political Honors—Several Candidates for the Lower House Defeated—Practical Examinations by the Board of Pharmacy.**

(From our Regular Correspondent.)

Boston, November 22.—Much pharmaceutical interest centered in the recent State election in Massachusetts, as some of the candidates were either present or past druggists. The three Senators who represented the trade last year on Beacon Hill were returned, and each received a handsome vote. As usual, Hon. William J. Bullock, of New Bedford, headed the list as prize vote getter, and closely behind him were Hon. Harrie C. Hunter, Ph.G., of Marlboro, and Hon. Charles L. Dean, of Malden, Ward 12. Boston had an interesting contest. This district is entitled to two representatives, and one of the Republican candidates was Frank E. Gaylord, Washington, corner of Union Park streets. One of his Democratic opponents was Fred Ewell, 1433 Washington street. Both are druggists, and this contest developed the fact that it is difficult to keep the pill rollers down, for these two druggists polled the most votes. Gaylord received 1,503 votes; Ewell, 1,236. Edward A. Bower, of Methuen, was re-elected representative. A number of druggists' candidates for the House were defeated. Among these were: F. W. Lord, Athol; H. M. Maxwell, Lynn; Rolfe Bradbury, Lowell, and E. C. McIntire, Gloucester.

## BOARD EXAMINATIONS HELD IN COLLEGE LABORATORIES.

The Board of Pharmacy has adopted a new idea, as a trial, in the examination of candidates. Prior to last week all of the examinations had been held at the board's quarters in the State House. Recently, however, there has been a deluge of applications, and as the accommodations on Beacon Hill were inadequate application was made to the trustees of the Massachusetts College of Pharmacy for the use of some of the rooms at the college. This request met with ready response and the plan was inaugurated last Tuesday. Early in the day the practical work was done in the pharmaceutical laboratory and in the afternoon the written and oral portions of the examinations and identification of samples took place in the various rooms on the first floor. Further examinations will be held this month.

## OUR NEW REMEDIES COMPENDIUM.

"VERY CAREFULLY WORKED OUT."

Your Compendium of New Remedies is very carefully worked out and doubtless of great value to the pharmacist.

SCHERING & GLATZ.

NEW YORK, November 17, 1905.

## DR. WAINWRIGHT WILL COLLABORATE.

I assure you that I am in hearty sympathy with the work that you have undertaken, and I shall be glad to render you any assistance in my power, not only in reference to the products handled by the firm of Victor Koechl & Co., but on similar products that are offered by other firms.

J. W. WAINWRIGHT.

NEW YORK, November 16, 1905.

## A SUGGESTION FROM A SUBSCRIBER.

I am very glad to see you publish a Compendium of New Remedies. Allow me to suggest that you ask your subscribers to notify you of omissions, so that in the course of time you may have a complete list. I for one will start the ball rolling by sending you a hastily compiled list of substances not enumerated in your list.

OTTO RAUBENHEIMER, Ph.G.

BROOKLYN N. Y., November 18, 1905.

## COMPREHENSIVE, YET CONCISE.

We wish to commend your new department (New Remedies Compendium and Prices Current). The material you afford the dispenser is comprehensive in its scope, yet concise in form, and we are quite sure will be appreciated by your readers.

THE HOFFMANN-LAROCHE CHEMICAL WORKS.

NEW YORK, November 20, 1905.

## PENNSYLVANIA.

**The Town Agog Over the Loder Suit—Author of the Campion Plan Killed—Minor News of the Trade.**

(From our Regular Correspondent.)

Philadelphia, November 22.—The whole drug trade in this city is taking an interest in the suit which is now going on between Loder and the Philadelphia Retail Drug Association. Each day many retail druggists are at the hearing and few of them can be seen at their stores during the hours between 9 and 5 o'clock.

All the drug news is concentrated in the Loder suit. The case which is now on has somewhat retarded the drug business, as many druggists are holding off their orders until the suit is settled. The general belief in the drug trade is that the case will be nonsuited.

## PERSONAL MENTION.

Aschenbach & Miller have incorporated their firm. It is now a stock corporation. It is understood that a number of changes are to be made. This is one of the old wholesale drug houses in this city.

Allan Shryock, for many years a druggist at Broad and Parrish streets, died suddenly last week. Mr. Shryock was one of the old school druggists. He had a good location and did a lucrative business.

## THE DEATH OF MR. CAMPION.

On November 15 Harry C. Campion, head of the firm of J. W. Campion & Co., wholesale druggists, at 916 Filbert street, died at the University Hospital. Mr. Campion was on his way home the previous evening. He was riding on a Chester avenue car, which runs south on Forty-second street, directly past his home, 505 South Forty-second street. When Baltimore avenue was reached Mr. Campion, who was sitting in the front of the car, opened the door and stepped out upon the front platform. His house is on the east side of Forty-second street, three doors south of Baltimore avenue. It is supposed Mr. Campion attempted to alight and slipped, for the next thing the motorman and the passengers knew he was under the wheels of the car. According to witnesses, when Mr. Campion, who was 65 years old, and heavily built, landed on the ground, his feet slipped from under him and the car passed directly over his legs. His left leg was horribly mangled.

Patrick McIntyre, the motorman of the car, who saw Mr. Campion fall, applied the air brakes and tried his best to stop the car. As he did so several passengers ran to the injured man's assistance. When the first person reached his side Mr. Campion was lapsing into unconsciousness from loss of blood. Quickly as possible the trolley crew and passengers extricated the injured man from beneath the car and sent him to the University Hospital in a patrol wagon.

Though the accident occurred directly in front of his home, Mrs. Campion, her son and the servants in the house were not aware of the tragedy until a message was brought from the hospital summoning them there. Mr. Campion held a high place in the drug trade in this city. He was one of the first to favor closer union among the manufacturers, and his plan, which is called the Campion plan, was among the first to be brought out.

## Nashville Druggists Elect Officers.

Nashville, Tenn., November 24.—The Nashville and Davidson County Retail Druggists' Association has signified its intention of making the coming year of the association the greatest in its history. At the annual meeting President S. C. Davis was elected president for the third time. Other officers elected were: Max Bloomstein, first vice-president; M. E. Hutton, second vice-president; Hardy Neal, third vice-president; Ira B. Clark, treasurer; David J. Kuhn, secretary, and Joseph W. Byrns, attorney. It was proposed that a committee from the association be appointed to confer with the drug committees of the Chamber of Commerce and the Retail Merchants' Association on the State Fair project. Another matter considered was the organization of a druggists' bowling league.

## OHIO NEWS.

**Business Brisk in Northern Ohio—Many Fail to Pass the Board Examination—Soda Water Legislation Proposed—Malt Whiskies Classified as Whisky, Not Medicine—Illegal Sale of Narcotic Drugs to Be Stopped.**

(From our Regular Correspondent.)

Cleveland, November 21.—Wholesale druggists report that the sale of holiday goods continues satisfactory and that they will have a good fall season. Novelties and other goods of the kind have had an excellent sale as well as standard goods. The retailers likewise are all doing well and expect their holiday business to be the best they have enjoyed for some time. Cleveland and northern Ohio are in an exceptionally prosperous state and there is plenty of money in circulation. This always insures a good business among merchants in all lines.

President Lucien B. Hall, of the National Wholesale Druggists' Association, is working on the various committees of the organization and hopes to be ready to announce them within the next two weeks. He has been held close by business matters for some time and has given this work all the attention possible. Among the appointments so far made is that of the chairmanship of the Committee on Passenger Rates and Routes, Romaine Pierson, of Chicago, having been reappointed.

ONLY THIRTEEN PASS OUT OF A CLASS OF ONE HUNDRED AND TEN.

Out of a class of 110 applicants before the State Board of Pharmacy at its last meeting but 13 succeeded in passing the examination for pharmacists and two for assistants. They are as follows: E. P. Stevenson, Dayton; Milo Miller, Spencerville; Carl C. Portner, Painesville; Edward J. Windisch, Sandusky; Huber Serodino, Cincinnati; Elmer O. Jolley, Dayton; Otto E. Muhlhan, Cleveland; Ralph M. Reahard, Dayton; Walter S. Metzler, Coshocton; B. E. Hurt, Cleveland; Albert Trachsel, Canton; Harry F. Plum, Bellefontaine; Theo. P. Babbitt, Cleveland.

Assistants—Henry C. Fehr, Toledo; Charles A. Stammel, Jr., Cincinnati.

Assistants on pharmacal examination (certificates will be granted if desired)—Lee W. Funk, Columbus; Walter A. Braulin, Portsmouth; J. C. Inman, Bradner; L. G. Cutza, Lorain; D. B. Kubat, Cleveland; Carl E. Schmidt, Canton.

## A PURE SODA WATER LAW BEING PREPARED.

City Chemist Pate, of Cleveland, is preparing a bill, which will be introduced into the coming Legislature by Senator P. W. Ward, who has been a member of the Board of Health in that city. Mr. Pate has been experimenting with adulterants used in foods, soda waters and other things of the kind the past summer and finds that he cannot make a case against persons using them because they are not specially mentioned in the statutes. The proposed law will name a number of ingredients that are harmful and thus bring them under the ban. The health authorities of Cleveland have been taking active steps for some time in the hope of reducing the mortality rate and for this reason are endeavoring to surround themselves with all the weapons possible.

State Dairy and Food Commissioner Horace Ankeny has begun a fight against certain patent medicines that he considers should be considered by another name and the following notice has been sent to general stores and druggists handling them: "After January 1 Duffy's malt whisky, Shaw's malt whisky and Sheehan's Canadian malt whisky will be treated by this department as whiskies and not medicines, and all parties selling these so-called malt whiskies will be held to be under the same liability for the payment of the Dow tax as for the sale of other whiskies and will be so certified to the Auditor of State when evidence is obtained of illegal sales." The Dow law requires that persons selling whiskies shall pay a tax of \$300 a year.

Saloonists who were hit pretty hard by a decision of the Common Pleas Court at Washington Court House some time ago threaten to open drug stores in retaliation, as they seem to believe that the druggists had something to do with their misfortunes. They say they see no way of obtaining relief in the higher courts, and many of them have closed and will

sell only soft drinks. Their idea is to put in a stock of drugs and then have their own physicians to prescribe for friends. This of course would give them leeway to sell a great deal of liquor.

## WARNING CONCERNING COCAINE SALES.

The State Board of Pharmacy is sending warning letters to druggists all over the State calling attention to the statutes relating to the sale of cocaine and other drugs of this nature. They are thus giving them an opportunity to understand the position they are placing themselves in if they violate the law. Further, the board asserts that the law will be enforced without fear or favor, as the ravages wrought through the indiscriminate use of such drugs must be stopped. The police departments in the various cities have been asked to co-operate with the board in seeing that the laws are obeyed and in bringing those who violate them to punishment.

## STEALS LETTERS FROM DRUG SIGNS.

A new type of the petty thief has been developed in Columbus, and has caused the druggists on Fourth street considerable expense. His manner of operation is to take the letter D or U out of the sign "drugs," which most druggists have on their windows in raised letters; after taking them from several windows he will, in the course of a few weeks, return to the scene of his operation and asking for the proprietor, tell him that he noticed there was a letter missing from his sign and ask if he did not wish one put on in its stead. One druggist has noticed that the same man has been coming around to replace the missing letter just a little while after it has been taken, and from this his suspicions were aroused that this was the "letter-snatcher," or else a confederate, and now plans have been laid among the men who have thus suffered to capture the culprit.

## CLEVELAND NOTES.

J. A. Deming has moved his store from St. Clair street to the corner of Hough avenue and Amesbury street.

Dr. C. D. Chapell is arranging to open a drug store in a building recently erected at the corner of Euclid avenue and Mayfield road.

In a fire that destroyed the Carlsbad American Sanitarium at Magnetic Springs, on October 27, the drug store owned by Dr. Harrison McFadden and operated by Dr. J. C. Conrad was wiped out. The loss on the building was \$3,500, with \$1,200 insurance. The goods were insured for only \$800. The blaze originated in the engine room of the sanitarium.

George Laubach, member of the drug firm of Laubach & Boyd, of Wooster, died suddenly on the morning of November 15. Mr. Laubach had been in his usual health but complained of sickness on arising in the morning. Within a short time he was dead. He was one of the most prominent druggists in that section of the State.

## OHIO NOTES.

Blue & Shields, of Forest, have been succeeded by the City Drug Store, Dale Shields, proprietor.

Mike Donohue has been arrested on the charge of robbing Latimer's drug store at Columbus.

W. W. Young, formerly in the drug business at Wadsworth, has purchased the George H. Chapman store at Zanesville.

C. Bert Miller has opened a new store in the old G. M. Martin stand at the corner of Washington and Cincinnati streets, Dayton.

The Day Drug Company, of Akron, has been incorporated with a capital stock of \$15,000 by W. L. Shoemaker, Sallie B. Shoemaker, J. H. Sellwood, Mark Gair and Clarence L. Phillips.

Dr. I. I. St. John, of Tiffin, is claimed by his friends to be the oldest active business man in the State. His age is 102 years, according to the claims made. Dr. St. John is a druggist and has been in business at Tiffin for 50 years. He has no known heirs and is partially blind.

D. W. Baker, druggist at Elyria, has been convicted of criminal assault upon Lottie Rieger under the second clause of the indictment, which specifies that consent was given. Mr. Baker was renominated for City Councilman on the day the indictment was found and was elected. A motion for a new trial has been made and will be argued shortly.

## THE WEST.

**License Revoked for Sale of Narcotic Drugs—Clerks Liable as Well as Principals—Joint Conference on Higher Educational Requirements—Board Cannot Demand Graduation Before Examination.**

(From our Regular Correspondent.)

CHICAGO, November 20.—The Illinois State Board of Pharmacy has revoked the license of Paul Vito, owner of drug stores at Oreber and Ormon avenues and State and Twentieth streets because of continued violations of the law forbidding sales of cocaine. The board is empowered to take such action after a druggist has been convicted of making two illegal sales. Attorney J. P. Dudley, who represents the State board, says that Vito has been convicted of two illegal sales and that his license is therefore forfeited. In this connection a member of the board has pointed out that clerks ought to be warned to be cautious in making cocaine sales, for the clerks are punished in the same manner. If a clerk loses his certificate his career is cut short.

## RAISING THE GRADE.

The Illinois Pharmaceutical Association's Executive Committee and the State board had a joint meeting recently. Teachers from the various colleges were present to discuss the meaning of the I. Ph. A. resolution regarding the raising of the requirements for admission to examinations. A resolution had been passed calling upon the board to bring the Illinois requirements up to the New York standard. When the druggists realized that they had urged the board to demand a college diploma they changed their opinions. The teachers raised the point that the new U. S. P. makes more scientific demands on the pharmacist and that therefore the examinations should be of higher grade. Some druggists claimed that the assistant pharmacist should have more rights and should be allowed to manage a store. This view was combated. The matter was left where it stood before. Under the present law it is said the board cannot demand a college diploma before registration.

## A DRUGGIST'S PLAINT.

One of the local dailies has opened a column in which the public tells its troubles. One of the letters was signed "Druggist." It reads as follows:

"Why should drug stores keep open on Sunday? Why should they not close like other business places? What more right have they to keep open all day long than the saloons? The bulk of their sales are cigars, tobacco, soda water, candy, chewing gum, whiskey, wine, brandy and merchandise in general. The minor part of their sales is medicine. So far as supplying remedies for the sick is concerned we may answer that the physicians are supplied with them.

"The public would soon adjust itself to the new condition and get along just as well without a drug store on Sunday as without a grocery. And this gives the poor druggist a little chance for his life. Think of it! Seven days in the week, from 7 in the morning until 11 at night. Life is hardly worth the living.

"I do not think there is a druggist in Chicago who would not approve of such a move. If some one would only start it the druggists would all be glad to have a day of rest like other human beings. While one keeps open all the rest must."

## CHICAGO NEWS NOTES.

W. A. Harper, at Seventieth street and Stony Island avenue, recently buried his eighteen months old son.

Charles W. Baker has sold his store at 3483 Archer avenue to C. N. Friesnecker, for many years its manager.

The Social Drug Club had a lively stag party recently. The annual meeting occurs on the second Monday in December.

The new Bank of America, which will have drug trade connections, will be opened for business December 4 in the Ashland block.

Frank W. Welch, of Wallace and Forty-seventh streets, has

opened a new store at the northeast corner of Fifty-fifth street and Ashland avenue.

Thieves broke into the store of S. C. Yeomans at Thirty-fourth and State streets recently but failed to get much property of value.

Fraser & Co. have given up their store on Washington street between Wabash avenue and State street and have moved to 92 Lake street.

Richard Johnston, of the house of Merck & Co., has just returned from one of his quarterly trips to the Pacific Coast. Mr. Johnston only calls on the jobbing trade.

The Executive Committee of the C. R. D. A. discussed numerous routine matters at its recent meeting. The plan of the Consumers' Co operative Commission Company was recommended to the favorable consideration of druggists.

T. B. Glazebrook, vice-president of the Tilden Company and manager of the St. Louis house, was in Chicago on the 17th and 18th shaking hands with his old friends and incidentally booking some carload orders for pharmaceuticals bearing the Tilden label:

Frank I. Ellis is to open at the corner of Forty-eighth avenue and West Madison street a new pharmacy about December 1. It will be strictly up to date and one of the most modern on the West Side. The quartered oak fixtures which comprise wall cases and glass counters are furnished by A. H. Revell & Co., and the fountain by the Liquid Carbonic Mfg. Company.

The building at 200 and 202 Madison street that has been occupied continuously by Humiston, Keeling & Co., wholesale druggists, for many years, has been sold to others. The date of the occupancy of Humiston, Keeling & Co. goes back almost to the time of the Chicago fire, which took place in 1871. The new owner is James D. Murphy, who paid \$160,000. He will use the site for the home of his own business.

B. T. Van Allen, Chicago, manager for C. F. Boehringer & Soehne, has just returned from one of his circular trips, taking in Cleveland, Pittsburgh, Cincinnati, Memphis and the West. Mr. Van Allen is one of the most successful commercial men on the road and was selected by the president of the National Wholesale Druggists' Association to present a report before that body at its last convention, held in New York in October, as chairman of the Committee of Commercial Travelers.

## Registered in Illinois.

At the meeting of the Illinois State Board of Pharmacy in Chicago, November 13 to 16, 23 of the 55 applicants for registered pharmacist, 15 of the 28 applicants for assistant pharmacist and 8 out of a class of 12 applicants for locality registration were successful. Their names follow:

Registered Pharmacists.—Lee E. Ennis, Samuel M. Farrar, Ray Porter Kile, Cornelius F. Koehler, Arthur F. Kohn, Henry J. Krueger, Chas. F. Lenz, Michael J. Markowski, Clarence S. Norton, John G. Roeding, Geo. L. Scharringhausen, Hugo J. Schumm, Julius H. Schmidt, Fred. L. Shelby, August Sundine, John A. Thomas, Isaac Leslie Walton, Wallis B. White and David Zamentowsky, of Chicago, and Ethelyn Belle Arnold, Watseka; Bertram L. Brethaupt, Peoria; Edwin V. McAllister, Geneva, and Adolph A. Puhl, of Fairbury.

Assistant Pharmacists.—Frank H. Cavanagh, Edward De Stefano, Henry L. Eberhardt, Thomas M. Glenn, George F. Hafner, Wm. M. E. Hawk, Geo. N. Huard, John D. Lyons, Herbert A. Petry, Will C. Quinn, Frederic G. Ruggles, Harvey A. Watson and Rufus E. G. Zaleski, of Chicago; John A. Klingstedt, Rockford, and Thomas J. Mulligan, Braceville.

Locality Certificates.—Corydon De Kalb Bundy, Broadlands; J. Ottis Hart, Carrier Mills and Carl E. Gragardh, Rockford; Frank C. Cooper, Solomon Epstein, Fred. L. Fannaff, Peter P. Jirka and Carl A. Strom, all of Chicago.

The next meeting of the board for the examination of applicants for registration will be held in Springfield on Tuesday, January 16, 1906. On Tuesday, February 20, 1906, the board will hold a meeting in Chicago for the examination of applicants who have not heretofore passed the preliminary test required by the board. On the following day, Wednesday, February 21, an examination will be conducted for those who have passed the preliminary examination required by the board.

The board has revoked the certificate of Paul Zito, of Chicago. Zito has been convicted twice for the illegal sale of cocaine. The board has not only revoked Zito's certificate for 1905 but it will decline to renew his certificate for 1906.



The board has also suspended the registered pharmacist certificate of John S. Roach. Roach passed a successful examination before the board, but it later developed that he had filed fraudulent affidavits in support of his application for registration.

### MARYLAND.

#### Price Schedule Abandoned in Baltimore—Only D. C. S. N. Goods Restricted—Everybody Cutting—The College Meeting.

(From our Regular Correspondent.)

Baltimore, November 25.—This city is a wide open town as far as the sale of patent medicines is concerned. At a meeting of the Baltimore Retail Druggists' Association, held on November 15 in Sonnenburg's Hall, Baltimore and Greene streets, it was decided to suspend all price-lists, giving every member the right to sell patents at any figure he chooses until further notice. This action was the result of the failure of efforts to get one of the known aggressive cutters in line. All other dealers in the city had signified their intention to abide by the association schedule with this one exception, and this tended to negative the whole plan, the other cutters contending that they could not well be expected to adhere to the prices agreed upon when by so doing they would give the single outsider an undue advantage and enable him to build up his business at the expense of the trade generally. To continue as of old would have meant inviting price demoralization and the continuance of all the evils which the retailers have endeavored to fight. A decision was therefore reached to apply a drastic remedy and fight the one stubborn cutter with his own weapon.

#### STATUS OF CONTRACT GOODS NOT AFFECTED.

At the meeting in question addresses upholding the position of the retailers were made by David R. Millard, Dr. A. J. Corning, John B. Thomas, Moses S. Kahn, R. E. Lee Williamson and others, and at the conclusion of the speech making a resolution declaring the city wide open was adopted. Dr. Corning presided. Goods under the serial numbering plan are of course not affected.

The immediate result of the action taken was the flooding of various localities with circulars and the appearance of advertisements in the papers offering patent medicines at cut rates. Reports received later by the officers of the Retail Druggists' Association were to the effect that members in different sections were holding their business and that the situation was satisfactory.

#### PHILANTHROPIC DRUGGISTS.

The Baltimore Free Summer Excursion Society, a local charity which provides trips by boat to Chesterwood, about eight miles down the Patapsco River, for the city's poor, had an oyster roast on Saturday, November 11, at the association's place, and a large number of persons went down. Among those in attendance were a strong representation of prominent druggists, the list including Dr. A. J. Corning, Prof. H. P. Hynson, J. Edwin Hengst, J. Emory Bond, of Parke, Davis & Co.; J. H. Stagmer, W. Woolford and Dr. John F. Hancock.

#### MARYLAND COLLEGE MEETS.

The Maryland College of Pharmacy, which maintained its organization in a slightly modified form after the college proper had been amalgamated with the Maryland University, held its bimonthly meeting on November 16 at the Hotel Raleigh, Fayette and Holliday streets, it being an informal conversational gathering, at which supper à la carte was partaken of and the United States Pharmacopœia was discussed. Prof. Charles Caspari, Jr., Joseph Hall, J. Fuller Frames, H. P. Hynson and others spoke, and a resolution was afterward adopted urging the use of the new Pharmacopœia unless otherwise specified. Dr. John F. Hancock, the second vice-president, occupied the chair, and the arrangements were made by the Amusement Committee, which consists of Dr. Hancock, Charles H. Ware, the secretary of the college, and J. Edwin Hengst. It was announced that at the meeting to be held on the third Thursday in January a fine luncheon would be served and that some prominent druggist would be invited to make an address. The

attendance at the Raleigh Hotel meeting was swelled by the members of the Pharmaceutical Journal Club, who joined forces with the college association.

#### REGISTERED IN MARYLAND.

The Maryland Board of Pharmacy has announced the names of the candidates for registration as competent pharmacists and assistants who passed at the examination held in October. They are as follows:

Pharmacists—John Howard Cassell, James Aitken Black, Frank Linton Black, Clay C. Chidester, L. Vernon Johnson, Frederick William Koenig, J. H. von Dreele, Jr., Fuller Nance, R. Simonton McElwee, Oscar B. Thomas, Springer Claybaugh, James Carlton Wolf, John A. Riggs, Julian M. Gillespie, Matthew John Beistle, Elmer Spittle, William H. Clarke and Sister Agatha Barrett.

Assistants—Benjamin A. Green and Harry Lewisson.

Sister Agatha Barrett is a sister of charity who devotes her energies to the relief of the sick at one of the local hospitals and is said to be a most competent pharmacist. Another of the candidates was a colored man, who also passed a creditable examination. The members of the board are: William C. Powell, Snow Hill, president; Ephraim Bacon, Baltimore County, secretary and treasurer; H. Lionel Meredith, Hagerstown, and J. Webb Foster and John A. Davis, Baltimore.

#### BALTIMORE NEWS NOTES.

The Valhalla Company for dealing in druggists' and grocers' specialties has been incorporated by Jesse H. Graham, Oscar J. Burton, Robert H. Blackburn, Arthur M. Ross and G. Ridgely Sappington. The authorized capital stock is \$100,000, divided into \$10 shares.

Another recent incorporation is that of the Sanitary Chemical Company, which will deal in drugs, chemicals and toilet preparations. The incorporators are John C. Lewis, George N. Rogers, Thomas G. Spicer, George K. Hutchins and Delaware C. Andre. The capital stock is \$2,500, divided into \$5 shares.

Charles Noelle, who for over 30 years conducted a drug store at Ann street and Canton avenue, Baltimore, was notified recently that he would receive back pension for 42 years, he having served during the Civil War as surgeon-pharmacist on the sloop of war Essex. The arrearage amounts to something like \$7,000. He succeeded his father in business here after the war, the elder Mr. Noelle having established a store as far back as 1816.

Walter N. Smith, a member of the retail drug firm of Roe & Smith, which conducts several stores in Baltimore, died suddenly at the pharmacy on the corner of Columbia avenue and Scott street on November 13 while compounding a prescription. A physician was promptly called, but the sick man had expired before aid could reach him. Coroner Jones gave a certificate of death from apoplexy. Mr. Smith was 46 years old and entered the drug business about 20 years ago with Mr. Roe. He was a graduate of the Maryland College of Pharmacy and leaves a widow and one son.

#### Registered by the Manufacturing Chemists' Registration Bureau.

The following names have been presented for registration in the Manufacturing Chemists' Registration Bureau by Hance Brothers & White, of Philadelphia, Pa.:

Violette Benzoin and Barley Cream, Violette Cocoa Butter, Violette Depilatory Powder, Violette Face Bleach, Violette Face Powder, Violette Face Tint, Violette Hair Stain, Violette Nail Bleach, Violette Enamel, Violette Polish, Violette Nail Tint, Violette Odorine, Violette Oreats, Violette Skin Tone, Violette Tooth Powder and Violette Witch Hazel.

Eli Lilly & Co. have presented for registration the title "Kreseptol," to be applied to a pharmaceutical preparation.

#### Silver-Tongued Duble.

Col. Jesse B. Duble, formerly general manager of the N. A. R. D., Department of the East, was the guest of honor at the November meeting of the Western Pennsylvania Retail Druggists' Association in Pittsburgh. He made one of his ringing and convincing talks, being introduced by the chairman as "the silver-tongued exponent of true N. A. R. D. principles."

## THE PACIFIC COAST.

## University of California Pharmacy Alumni to Hold Meeting at Alma Mater—Licentiatees of the California Board.

San Francisco, November 18.—The Alumni Association of the California College of Pharmacy will hold their semiannual gathering on the night of December 18. The feature of the meeting will be the reading and discussion of the following papers on pharmaceutical and scientific topics: Some Advantages of the New U. S. Pharmacopoeia, by J. H. Guedet, Ph.G.; The Pharmacist in the U. S. Navy, by J. J. O'Grady, Ph.G., and The Nonmetallic and Metallic Minerals of the Pacific Slope in Relation to the Manufacture of Salts of Pharmaceutical and Technical Interest, by Prof. F. T. Green and F. W. Nish, Ph.G. An informal luncheon in Alumni Hall will bring the evening to a close. The undergraduates will be the guests of the Alumni Association.

## REGISTERED BY THE CALIFORNIA STATE BOARD.

The last examinations to be given by the outgoing members of the California State Board of Pharmacy resulted in the registration of the following successful applicants, who appeared for certificates at San Francisco and Los Angeles: Licentiatees.—W. E. Bechtelheimer, E. A. Burford, O. P. Brady, J. H. Collins, F. E. Carter, C. L. Foutz, Katherine Gardner, A. P. Goodwin, H. Gltzendorfer, F. C. Kruehl, P. Lowson, R. W. Monkman, C. H. Noyes, G. C. Pearson, W. J. Robertson, J. B. Starkey, A. W. Sim, G. H. Shaw, M. S. Tague, W. Tornoe, G. A. Taylor, C. A. Wright, O. R. Wood, B. C. Thomas, Rose E. Shapira, M. S. Morris, F. I. Lackenbach, J. R. Ingraham, E. H. Hale, J. B. Hegeman, J. A. Haubrich, Geo. Franklin, F. W. Diesthorst, F. De Belli, P. H. Dentoni, Phineas Danzig, O. A. Comper, O. T. Clough and J. J. Atkinson. Assistants.—E. O. Bailey, J. T. Ball, C. F. Buchanan, J. O. Erickson, Grace L. Hedges, Harriet E. Montgomery, C. E. Parker, M. A. Simon, H. J. Shay, F. L. Shimmin, R. L. Skinner, H. F. Wiggins, F. D. Campbell, L. A. Gillim, J. B. Kelley, G. H. Smith, M. P. Kaufman, L. Zembasch, J. R. Young, P. Tholl, and H. T. Jackson.

## NEW BOARD APPOINTED.

Governor Pardee on November 5 announced the following appointments to the State Board of Pharmacy: P. O. Buker, of Fresno, to succeed C. H. Rowley, of San Francisco; E. J. Molony, reappointed; R. S. Oakford, of Long Beach, to succeed H. J. Finger; G. M. Sutherland, of San Francisco, to succeed John Calvert; E. T. Off, of Los Angeles, to succeed F. D. Owen; A. L. Leber, of Oakland, to succeed E. A. Baer, and J. O. McKeown, of Livermore, to succeed J. J. Crowley.

## COAST BREVITIES.

At a meeting of the State Board of Health at Sacramento on October 10 the methods by which the present laxity in the sale of poisons could be eliminated were discussed. The large number of suicides was attributed to the ease with which deadly drugs could be obtained.

The Woodbridge Chemical Works, southeast of San Bernardino, Cal., were completely destroyed by fire on the afternoon of October 7, involving a loss of \$10,000.

James Moore, a young drug clerk from San Francisco, died at Pomona, Cal., on November 11, from epilepsy.

## 'FRISCO NEWS ITEMS.

William Pleasant, the young drug clerk of Howe's Dispensary, in the Press Building, died on October 17 as a result of having dispensed morphine instead of quinine in his own prescription. In all he swallowed four capsules, with 5 grains of morphine in each. In spite of all that was done for him he died 30 hours after taking the last capsule.

George Dahlbender, formerly a successful druggist of this city, was made the defendant in an attachment suit on November 3. The attachment for the \$2,183 sued for was placed on Dahlbender's stock of drugs at 1199 Valencia street.

The Western Drug Company, defendant in a suit for \$2,000 damages, mentioned in these columns before, has been found guilty of having given Mrs. Meta Schivo a bottle of phenol with a label for chloroform liniment. The plaintiff claimed

that she called for the latter article. She was awarded \$100 damages.

E. L. Hind, prescription clerk of the California Drug Company, at Stockton, Cal., was arrested in this city on a charge of obtaining money under false pretenses.

O. C. Beale, of Sydney, New South Wales, arrived here on October 2 to investigate the question of deleterious and poisonous drugs sold under secret formulæ in this country and Europe, as well as the question of restrictive legislation affecting the manufacture and sale of all such patent medicines. He says that the unrestricted sale of so-called patent remedies in Australia is attended by much damage to life and health, as many such medicines contain narcotic poisons and no remedial agents.

According to advices received from Washington, the Vacuum Medicine Company, of this city, is under the ban of the postal authorities and is not to be permitted the use of the mails.

It has been decided that the next meeting of the Pacific Coast Pharmaceutical Association will be held at San Francisco in 1907, and the committee in charge is composed of Dr. Albert Schneider, Prof. W. M. Searby, G. T. Ketcheson, W. P. Bonney and J. M. Laue.

## THE SOUTH.

## Business Dull in New Orleans—Many Changes in the Local Drug Trade—The 'Frisco System Depot to Have a Drug Store.

(From our Regular Correspondent.)

New Orleans, La., November 20, 1905.—Trade in New Orleans at the present time is somewhat depressed and has been for the last fifteen or twenty days. The wholesalers here are working hard to improve conditions and are getting along fairly well. There is, however, a depression which they have been unable to get around. Prospects for the near future are somewhat brighter and it is hoped that within the next fortnight there will be a noticeable improvement in trade conditions.

## NEW YORK'S HOSPITALITY APPRECIATED.

Arthur D. Parker, of the Parker-Blake Company, returned last week from a flying trip to New York. He attended the convention of the N. W. D. A. there in October. He spoke highly of the reception accorded the visiting druggists by the drug interests of the big metropolis and says he had an altogether delightful trip. The session of the association, he says, was one of the most interesting he has ever attended.

## CHANGES IN THE DRUG TRADE.

It would seem that an epidemic of change has struck New Orleans. The American Drug Store, Dr. Savage's reliable establishment, is being moved from Canal and Basin streets to the big building on the uptown side of Canal street, next to the Pickwick Club. This change has been made necessary by the fact that the 'Frisco interests have purchased the present site of the American Drug Store and all the surrounding property and will there erect one of the handsomest passenger stations in the South. It is not definitely known how long Dr. Savage's establishment will occupy its present location. That depends entirely upon the progress made in the building of the 'Frisco system's big depot. A corner of that depot has been set aside for Dr. Savage, and as soon as the depot is completed he will move into it.

## PHARMACIST RECEIVES HIGH HONOR.

Pharmacist Samuel W. Richardson, United States Public Health and Marine Hospital Service, who has been here since the Marine Hospital surgeons arrived, received a letter yesterday signed by David R. Francis, president of the Louisiana Purchase Exposition, and Walter B. Stevens, secretary, to the effect that the Exposition Company had awarded him a commemorative diploma and a commemorative medal in special recognition of his co-operation with the St. Louis Exposition. During the St. Louis Fair Mr. Richardson was in charge of the exhibit of the Marine Hospital Service and it was through his work that such an excellent exhibit of their work was presented to the public.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots  
The quality of goods frequently necessitates a wide range of prices,

### Condition of Trade.

New York, November 25, 1905.

Trade in the wholesale and chemical market during the interval since our last report has not been of a very extensive character, though the jobbing demand continues brisk and the distribution of seasonable commodities is up to the average of the corresponding period of previous years. There is a good consumptive inquiry for the various staple articles, but business is somewhat restricted, buyers and sellers being considerably apart in their views as regards prices. As to values, the feeling is a shade less steady and we have a number of important price fluctuations to report. Castor oil prices are higher, refiners having advanced the range a fraction of a cent on all grades. The expected drop in quinine materialized early last week when the leading domestic manufacturers reduced prices one cent. The foreign manufacturers followed suit the next day and all are now quoting on a uniform basis, while outside holders are able to shade manufacturers' quotations by one half cent. Opium retains its lifeless appearance and values have further declined, holders evincing more disposition to tempt buyers without, however, appreciably stimulating the demand; indications favor a further reduction in quotations. Menthol has yielded to bear influences and prices have again broken. It is generally felt that the statistical position of the article favors higher instead of lower quotations. Anise oil and other Chinese and Russian products show an advancing tendency under the influence of increased demand and conditions at primary sources. The changes during the interval are shown in the following table and succeeding paragraphs:

| HIGHER.               | LOWER.                 |
|-----------------------|------------------------|
| Castor oil,           | Quinine,               |
| Thymol,               | Opium,                 |
| Silver nitrate,       | Menthol,               |
| Anise oil,            | Ipecac root,           |
| Lemongrass oil,       | Valerian root,         |
| Gum benzoin, Sumatra, | Lycopodium,            |
| Saffron flowers,      | Spirit of turpentine,  |
| Guarana,              | Ergot,                 |
| Haarlem oil,          | Japan wax,             |
| Juniper berries,      | Sarsaparilla, Mexican. |
| Mandrake root,        | Linseed oil,           |
| Pink root,            |                        |
| Bayberry wax,         |                        |
| Camphor monobrom,     |                        |
| Naphthalin,           |                        |
| Cassia oil,           |                        |
| Cantharides, Russian, |                        |
| Cuttlefish bone.      |                        |

### Drugs.

Alcohol is without new feature of interest. There is a good, steady outlet into consuming channels, and values are well sustained at the prices fixed by the combination of distillers—namely, \$2.49 to \$2.51 for grain as to terms. Wood is held and selling at 70c to 75c for 95 and 97 per cent., respectively.

Balsam copalba continues in demand, and values are steadily maintained at the former range of 36c to 40c for Para; Central American continues to offer at 28½c to 30c, and a moderate demand is experienced at this range.

Balsam fir, Canada, is in fair demand and firm at our quotations, or, say, \$3.10 to \$3.20; Oregon is dull and featureless at 70c to 80c.

Balsam Peru is meeting with about the usual jobbing inquiry at nominally unchanged quotations; recent sales were at \$1.00 to \$1.05.

Balsam tolu has sold more freely in the interval, but prices are no firmer, the sales being at the previous range of 20c to 22c.

Barks.—Bayberry continues to offer at 18c to 14c, though

no sales of any consequence are reported. Blackhaw is firm, the market being well maintained at 16c to 18c. Buckthorn is coming forward more freely, and holders are less firm in their views, at 5c to 5½c. Cascara sagrada is offered more freely, but values do not change from 5½c to 9c. Cramp is held with confidence, and we hear of no sales under 7c to 8c. Cottonroot is finding a steady sale and the market is firmly maintained at 8½c to 10c. Elm, select, in bundles, is coming forward more freely, and values are fractionally easier, 18c to 19c being named. Sassafras is in light supply and wanted, with 12c to 15c now named. Wahoo, bark of root, continues scarce and wanted, and holders of the limited available stock, which is closely concentrated, name 60c as an inside price.

Camphor, monobromated, has advanced in sympathy with the gum, and the revised quotations of manufacturers are \$1.30 to \$1.35 as to quality.

Cannabis indica has continued in demand and sales have been made at \$1 to \$1.05.

Cantharides has improved in position and increased demand has been experienced for the Chinese files, which are steady at 5c. to 52c for whole; powdered offers in a limited way at 52c and upwards. Russian files are firmer at \$1.25 to \$1.30, as to quality and quantity.

Castor oil is fractionally higher, the manufacturers having announced an advance on all grades to the range of 10½c to 11½c for No. 1 in barrels; 11c to 12c for cases; 9½c to 10½c and 10½c to 11½c for No. 3 in barrels and cases respectively.

Cocaine has sold in fair volume during the interval and the market has developed increased firmness, owing to the stronger tendency of advices from abroad. Reports are to the effect that the crude cocaine in Peru is now under the control of a monopoly, and improved conditions are expected to result.

Codliver oil is meeting with a fair seasonable demand, and the tone of the market is steady at \$26 to \$30 for Norwegian as to brand, and \$24 to \$25 for Newfoundland.

Colocynth apples have sold more freely during the interval, but prices are quotably unchanged, Trieste being held at 33c to 37c, and Spanish at 26c to 27c, as to quality and quantity.

Cubeb berries are in light supply, and holders are firmer in their views, not being inclined to quote at anything under 8½c to 9c for ordinary, and 9½c to 10c for sifted.

Cuttlefish bone, French, has moved into firmer position owing to reduced supplies, and spot quotations are now 12c to 12½; Trieste is steady at 14c to 15c, while jewelers' is held at 40c to 70c for small and large, respectively.

Ergot has developed an easier tendency, and sales at the close were making at 42c to 45c, though some holders insist on 50c for Spanish.

Formaldehyde is held with more confidence, and recent sales of 40 per cent. in carboys were at 9c to 9½c, as to quantity.

Grindelia robusta is quoted at 8c to 8½c, as to quality. A small lot of new crop has been received and placed at the inside figure.

Guarana is in reduced stock and wanted, which contribute to a firmer market, with quotations 60c to 65c, as to holder.

Juniper berries are in upward tendency, advices from primary sources indicating some scarcity there. At the close 4½c was a general inside quotation.

Lycopodium is not inquired for to any extent, but the disturbed condition of affairs in Russia has given rise to speculation regarding the future course of the market for this article. Meanwhile sales on spot are few and inconsequent at the previous range of 56c to 58c.

Manna, small flake, is moving into firmer position, recent reports from primary sources advising a partial crop failure.

Such transactions as have come to the surface since our last report were at 35c to 37c, an advance over previous quotations.

Menthol is weaker under the influence of a lessened demand and lower quotations from Japan. We quote the range at \$2.50 to \$2.65. Further reference to the market position of this article is made in our review of the market elsewhere.

Opium, under the influence of a lessened inquiry, coupled with competition among holders, has again declined, and at the close the general inside asking price for cases was \$3.12½, while broken lots were obtainable at \$3.15. Powdered was quoted nominally at \$3.55 to \$3.60.

Quinine remains in a very quiet condition, the demand not being appreciably stimulated by the recent reduction in manufacturers' quotations. There is a moderate jobbing demand experienced for German and Java, but buyers and sellers are somewhat apart in their views and the business going forward is of limited volume. While manufacturers' agents name 19c for bulk in 100-oz. lots, holders of outside German and Java quote 18¼c.

Saffron, American, continues its upward tendency and up to \$1.00 has been paid, while the quotation of the principal holder at the close of the market yesterday was \$1.10.

Sugar of milk is well sustained and numerous sales are making at the range of 15c to 16c for powdered in barrels and boxes respectively. Some interest is extended to prices on next year's deliveries and such offerings as have come to our notice were fractionally lower than our quotations.

Thymol is in less abundant supply on spot and holders show more reserve in their offerings, on the basis of a higher range of values, \$1.90 to \$2.00 being now named—an advance of 20c.

#### Chemicals.

Aqua ammonia is fractionally lower, manufacturers now naming 5¼c to 6c for carboys; drums are unchanged at 4¼c to 5c for 26 degrees.

Arsenic, white, is in light supply and wanted, and, while 3¼c might buy, 4c is a more general asking price.

Barium chloride is passing out actively into channels of consumption and holders are firmer in their views, with quotations standing at \$35.00 to \$38.00 per ton.

Bleaching powder is in moderately active jobbing demand and the market is well maintained in the face of a slight scarcity; quoted 1¼c to 1½c, as to brand and quantity.

Blue vitriol is held with increased firmness and the market is steady on the basis of 5.30c for car lots.

Brimstone, crude, continues in small stock upon spot and held at \$22.25.

Carbolic acid is meeting with fair, steady sales, and quotations are nominally unchanged at 13½c to 14c for bulk in drums and 20c to 22c for pound bottles.

Chlorate of potash is more firmly held under light spot supplies, with jobbing sales at second hand at 9½c for crystals and 10c for powdered.

Cream of tartar is meeting with the usual demand experienced at this season, and crystals and powdered are held and selling at 23¼c to 23½c, respectively.

Nitrate of silver is higher in sympathy with the price of the metal and the revised range from manufacturers is 40¼c to 40½c, an advance of ¼c per oz. The inside figure is named for lots of 1,000 oz. or more.

Oxalic acid is in good demand, and values are well sustained at the range of 4¼c to 5¼c, as to quantity and brand.

#### Essential Oils.

Anise continues in demand and firm at the recently established price of \$1.35 to \$1.37½ for the better grades.

Bergamot and other Messina essences are held with more firmness, owing to improved conditions in the primary markets. Bergamot was quoted at \$2.10 to \$2.25, lemon at 57¼c to 60c, and sweet orange at \$1.90 to \$2.05, as to quality and quantity.

Cassia has moved into firmer position, both here and abroad, and spot quotations have been advanced to 80c to 82½c for 75 to 80 per cent., and 85c to 87½c for 80 to 85 per cent. oil.

Citronella continues quiet, but the quotation remains at the previous range of 40c to 45c, as to quantity.

Peppermint has been in demand and values are firmly maintained at the previous range of \$2.40 to \$2.50 for bulk and \$3.10 to \$3.25 for HGH.

Sassafras, artificial, is held with more confidence and quotations are firmly maintained at 24c to 26c.

#### Gums.

The market for mucilaginous and other druggists' gums has continued quiet with little new or interesting to report, either as regards price or demand. Camphor is maintained firmly at the recent advance to 82c to 82½c for barrels and cases, and Curacao aloes is maintained firmly at 6¼c to 6½c. Sumatra benzoin is well held and it is doubtful if better than 35c could be done. Kino is steady at 25c to 27c.

#### Roots.

Only a moderate demand is experienced for the different varieties of medicinal roots and we have few price changes of consequence to report. Burdock is scarce and held at 12c to 13c. Mandrake shows an advancing tendency and nothing offers at under 4¼c, with up to 5¼c named. Russia musk has been advanced to 14c to 15c on account of scarcity. Squill continues well held and 4½c is still an inside figure. Belgian valerian is scarce and the small available supply is held at an advance to 8½c to 9c. Ipecac is firmer and quoted at \$1.75 to \$1.90.

#### Seeds.

The general market for druggists' seeds is not characterized by any activity and developments during the interval have been few and inconsequent. Russian hemp continues scarce, and prices are higher to the extent that nothing offers at under 4¼c. Caraway has developed an easier tendency, and sales are making at 7¼c to 8c. Sunflower is held with increased firmness in view of light spot supplies and quotations are steadily maintained at 4½c to 5c.

#### New Customs Decisions.

According to advices from Washington imported cocoanut oil is to be allowed entry free of duty. Some time ago the United States Circuit Court for the district of Oregon decided that this product was entitled to free entry, but in promulgating this decision the Treasury Department announced that the Attorney-General would appeal the case to the United States Circuit Court of Appeals. Collectors of customs therefore thought the case was still pending and duty has been assessed at several ports. The Treasury Department, however, has been informed that no appeal has been or will be taken by the Attorney-General, and instructions, it is understood, will be given to all collectors to admit importations of cocoanut oil free.

The Board of United States General Appraisers has sustained the protest of Bielenberg & Co. against the assessment of duty on merchandise invoiced as "Sichel glue." The merchandise was returned by the appraiser of the port as glue valued at not over 10 cents a pound and was assessed at 2½ cents a pound. The importers claimed it should have been assessed at the rate of 25 per cent. ad valorem as a chemical compound, or at 20 per cent. ad valorem as an unenumerated manufactured article. The board decided it was not in any sense a chemical compound and was dutiable at 20 per cent. ad valorem as claimed by the protestants.

It is possible that the Treasury Department may reopen the old controversy over the dutiable classification of certain mineral products, such as ferrochrome, ferromanganese, ferromolybdenum, etc. The question arose in the case of the Roessler & Hasselacher Chemical Company vs. the United States. The United States general appraisers and the courts decided that these articles were properly dutiable by similitude to ferromanganese at the rate of \$4 a ton. The government held they should be dutiable at 20 per cent. ad valorem. In the new case which may be started the Government will seek to show that the products named are the results of expensive electrochemical processes, and that they are used as chemicals and perhaps as chemical compounds.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, DECEMBER 11, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 3713 Walnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KEENAN.....Associate Editor.

ROMAINE PIERSON.....Manager Chicago Office.

\$1.50 a year.

15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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### EDITORIAL COMMENT.

THE N. W. D. A. TO MEET IN WASHINGTON. The selection of Washington as the next place of meeting of the National Wholesale Druggists' Association, which has just been announced, will assure a large attendance. The meeting is to convene on October 8, and Washington in the autumn holds many charms for the discriminating visitor. Apart, however, from the charms of locality the national capital as a place of meeting will have a strong appeal for many of the older members of the association, who will recall with pleasurable memories the last occasion on which they met there. Those

were the halcyon days of the association before the vexed question of cut rates had interjected the element of discord which has of recent years disrupted the friendly relations between the three branches of the trade—the days of William A. Gellatly, Daniel Stewart, Peter Van Schaack and Christian F. G. Meyer, not to mention many others who are still to be found active and influential in the ranks of the association.

THE INTELLIGENCE OF THE sudden death of LUTHER F. STEVENS. of Luther F. Stevens, which occurred at his home in Brooklyn on Friday, December 1, will come as a shock to many of his professional associates in the Kings County Pharmaceutical Society. The deceased was one of the old school of pharmacists, who was thoroughly versed in the technics of pharmacy, being an adept manipulator, skillful in the formulation of galenical compounds and able to describe the results of his work in an interesting manner. Filled with the pride of his calling, he was jealous to resent any attempt to discredit or cast odium upon it, and a few years ago, when he was more active in association work, he could always be depended upon to champion the cause of the retailer. With all his ardor and enthusiasm for the best interests of his profession, he was withal a man of judgment and discretion who could preserve the amenities. He was reserved and somewhat taciturn in his manner, but beneath an exterior which betokened these qualities he yet preserved a mild and gentle spirit, and those who enjoyed the intimacy of his personal acquaintance will best bear testimony to this. Peace to his ashes!

WE print elsewhere an account of a meeting of the PROPRIETARY ASSOCIATION. Association of America, which was held last week in this city.

The resolutions adopted by that association condemning the sale of alcoholic beverages under the guise of proprietary medicines is an important step toward the rehabilitation of the association in the public esteem, and the support offered to legislation restricting the sale of narcotics is even more important. The warning to the members of the association to be more guarded in their published claims is unfortunately not so valuable now as it would have been a year or even six months ago. The attacks on proprietary medicines, which have furnished such delectably sensational reading in the *Ladies' Home Journal*, *Collier's* and similar journals, have already warned proprietors that they will be held responsible for their published utterances. These sensational attacks have grown in virulence and volume, so that now even the most valuable and deserving of the household remedies are made to suffer for the sins of the humbugs which have brought the whole patent medicine business under the lash of public discipline. There is a legitimate place for the tried popular household remedies and this place will be retained by those which have real merit and whose merits are sanely and conservatively set before the people. The association is to be congratulated upon the wisdom of the counselors who have brought about this specific and satisfactory declaration of principles.

IT is unfortunate at this particular time, when the Direct Contract Serial SUSPEND JUDGMENT. Numbering Plan is in a fair way to succeed better than any other plan yet tried in this city that any differences should arise between retailers and jobbers. Developments at last Monday's meeting of the General Committee of the Metropolitan Association of Retail Druggists leave no doubt of the fact that there is



considerable dissatisfaction among the members of that organization over the recent action of jobbers in the matter of discounts to their customers. As told in our news columns, the wholesalers are being severely censured for the policy they are pursuing, and the matter has been referred by the M. A. R. D. Committee to the Executive Committee of the N. A. R. D. Conservative M. A. R. D. authorities declare that the situation is serious, and that the fate of the local branch of the N. A. R. D. rests largely with the National Executive Committee. Meanwhile retail interests here should not take snap judgment or act hastily. They should have confidence in the Executive Committee in charge of the M. A. R. D.'s affairs, and may rest assured that their interests will be faithfully protected in any event. There is no reason why they should lose faith in the Direct Contract Plan. They have had ample proof that that plan can be and is being enforced, and that the proprietors who have adopted that plan are sincere. There is reason to believe that the present difficulties will be amicably adjusted and that the splendid work so far accomplished in Greater New York will not have been in vain.

#### Preparations Pharmacopœial and Otherwise.

Lest it should appear that our reference in a preceding issue to the opinion given by the attorney of the Western Branch of the New York State Board of Pharmacy was in the nature of a justification of those pharmacists or druggists who fail to maintain the standards of strength and purity set by the United States Pharmacopœia, we deem it advisable to enlarge upon what was said there anent the sale of preparations of the druggist's own manufacture which are represented by preparations of a similar character in the United States Pharmacopœia. When a preparation or substance that is official in the Pharmacopœia is asked for, without any qualifying adjective, the druggist is morally and legally obliged to supply the article demanded of the pharmacopœial strength and purity. It is only on the rarest occasions that the necessity for supplying extra-pharmacopœial preparations will arise, and that pharmacist who keeps only one line of preparations that are official in the Pharmacopœia will never find himself the subject of investigation by any board of pharmacy in respect to the strength or quality of the preparations he sells or dispenses.

There are isolated cases in which it is necessary to supply varying strengths of pharmacopœial articles, but such preparations should never be sold unless on the specific demand of the consumer. In the vicinity of race tracks, for instance, there is usually a demand for different strengths of tincture of iodine, and the pharmacist who is asked for quarter or half strength iodine, or a tincture of iodine of double strength is legitimately within his rights in selling such preparations; but the pharmacist who, on being asked for tincture of iodine, spirit of camphor, camphorated oil, etc., demands of the customer which strength or kind of preparation he wants, lays himself open to the charge of violating the law by so doing and supplying a weaker preparation than the standard.

We had thought that our position in this matter was perfectly understood, but it appears that some of our readers have chosen to interpret our remarks on a *A Queer Obiter Dictum* in the preceding issue as a justification for those pharmacists who are so careless of their professional honor as to compound different strengths of pharmacopœial preparations for the sake of a little extra gain. When preparations of the Pharmacopœia are called for by their ordinary names, without qualification or a previous understanding with the sel-

ler, none but pharmacopœial preparations should be dispensed and the pharmacist who does otherwise is clearly open to the charge of selling adulterated or sophisticated goods.

#### The Effect of the Loder Verdict.

It is almost too soon after the rendition of the verdict in the Loder suit to fully determine the scope and effect of the decision which has been reached. Furthermore, a lively hope is felt by all three branches of the drug trade that the verdict rendered by the jury will not be upheld. We publish in another column the main points of Judge Holland's charge to the jury in the case and also print several notes concerning the effect of the decision on the matter of supplies for cutters. The instructions by Judge Holland to the jury laid down very clearly the fact that each proprietor has an unqualified right to name a minimum price upon any goods of his make, to designate certain agents to whom alone his goods can be sold, and to restrict the resale of his goods to persons designated by him. His right is conceded to refuse to sell his goods to any individual with or without reason, or from mere caprice. The learned Judge, however, rules that this action must be taken individually and not as a result of concerted action with others. He further states that the proprietor may not place an individual on the cutter's list and thus prevent him from purchasing goods from other wholesalers or proprietors, nor is the proprietor permitted to refuse to sell his goods as a result of an infringement of a schedule of prices established by a consensus of opinion of local druggists.

In reviewing the case the Judge denies point No. 1 made by the attorneys for defense, which point practically covers the operations of the tripartite plan as defined by the resolutions adopted by the National Wholesale Druggists' Association in 1901, and specifically limits the operations of the tripartite plan in such a way as to make it classically valueless. The Direct Contract Serial Numbering Plan seems not to have been subjected to review at all, except in so far as its terms are covered in the reference to the relations between individual proprietors and their agents, which is mentioned in the preceding paragraph of this note. Each proprietor, the Judge holds, has a right to exact a contract from each individual buyer and to publish a list of wholesale and retail distributors and to remove any name from that list for a violation of his own contracts. But under the interpretation put on this by the Judge, no proprietor would have any right to remove a name from his own list because the individual in question had failed to live up to the contract with some other proprietor. This would make the direct contract plan difficult of enforcement, though the general principle upon which the plan is based is recognized by the Judge as being sound. While the ultimate effects of this suit can of course not be determined until the results of the appeal are known, the moral effect of the verdict is a severe blow to the hopes of the retail trade.

#### Cresol, U. S. P.

Referring to the inquiry of H. T. Eberle, Watertown, Wis., published in the *AMERICAN DRUGGIST* for November 27, as to whether Cresol, U. S. P., was commercially obtainable, Schering & Glatz, of New York, advise us that their trikresol complies with the requirements for cresol of the Pharmacopœia. Trikresol, the firm says, has been marketed by the Schering Chemical Works, Berlin, for many years and was adopted by the United States Army after the favorable report of the late Major Walter Reed.

(Written for the American Druggist.)

## EXTRACT OF MALT, UNITED STATES PHARMACOPOEIA.

By E. C. WOODCOCK, Ph.G.,

Brooklyn, N. Y.

*Extractum Malti* of the eighth decennial revision of the United States Pharmacopœia, like Rip Van Winkle, has slept for twenty years, and is, as our friend Rip found himself, rather antique. What advancement has been made in this preparation since it was last official in the Pharmacopœia of 1880? None whatever! The formula and process are practically the same. In fact, the product is still in the slough of thick honey. The pharmacopœia directs it to be evaporated to the consistency of thick honey, ignores the existence of degrees in specific gravity as obtained by the use of a hydrometer, a Westphal balance or any other scientific instrument for the measurement of weight.

What is this pharmacopœial standard, "thick honey?" The pharmacopœia gives us a definite standard for honey—i. e., honey should have a specific gravity of 1.37, but I am unable to find any information relative to "thick honey." The only conclusion is that thick honey should have a higher specific gravity than 1.37; it might be as heavy as lead, but that does not apparently matter. In any case, what has honey to do with malt extract? Why should malt extract be evaporated to the consistency of honey? Is it to make it more palatable or to render it more elegant in appearance? Is it easier to administer it in this form in exact doses? Try a spoonful of it. You have to almost chew it out of the spoon, and at the end you do not get much more than half the dose (not to mention the tanglefoot appearance of the bottle's neck). Should a physician prescribe *Extractum Malti* as a vehicle and incorporate in it his active ingredients? What dose would the patient receive? Who can tell?

*Extractum Malti* of the present pharmacopœia is certainly twenty years behind the times. Twenty years ago it was deemed necessary to evaporate the malt extract to a thick consistency in order to increase its diastatic strength, and yet, as far as diastase was concerned, there was none present, for the prolonged application of heat necessary, unless carefully conducted in vacuum pans of the most improved type, will destroy rather than preserve the diastase. And diastase is not even mentioned in connection with the official extract of malt, though it is the most important constituent and one whose power is easily estimated. As almost every batch of malt differs in its diastatic strength, there should be an official standard for it, if we ever expect to have any uniformity in the product as obtained from different sources.

Now it is possible to make a malt extract with a goodly proportion of diastase and yet produce a preparation of elegant appearance, which can be filtered bright from the insoluble particles of the malt, which must necessarily be present in the crude extract. Such an extract would have the consistency, not of thick honey, but of a thin syrup; or, to speak more accurately, a preparation with a specific gravity of, say, 1.28, and standardized to contain enough diastase to produce by its action on starch paste six times its weight of maltose, or more if necessary.

The medical profession, the public and pharmacists as well would, I am sure, have preferred a preparation such as this in preference to the extract of malt of the latest pharmacopœia.

**Soluroi.**—Soluroi is a solvent for uric acid which has recently been introduced. According to the *Répertoire de pharmacie* (November 10, 1905), soluroi is a nucleitinic-phosphoric acid or thyminic acid, which is the result of the decomposition of nucleic acid. It occurs as a yellowish brown amorphous powder, devoid of taste, soluble in water, with an acid reaction, and without any odor. It is said to dissolve its own weight of uric acid at 20 degrees C., and a still larger amount at body temperature. The dose is stated as 0.25 Gm., repeated several times daily.

## LAC AND SHELLAC.

## "A Stick of Sealing Wax."

At a meeting of the Pharmaceutical Society of Great Britain, held Tuesday, November 7, Sir George Watt, who is an honorary member of the society, communicated a paper on the history and production of shellac which was received with unusual marks of appreciation. He submitted a large number of lac decorated ornaments and utensils from India which proved an interesting feature of his address. Our contemporary, the *Chemist and Druggist*, gives a very readable account of the lecture, from which we abstract the following:

Holding up a stick of red sealing wax, Sir George commenced his lecture by saying that that was his prosaic text—what it is made of, how it is prepared in India, and what is done with it in that great country. Shellac is its chief component. Glancing at its history we find that the word "lac," now used to designate 10,000, as in a lac of rupees, appears to have its origin in the swarming of lac insects, which naturally suggests multitude. Originally, therefore, the word "lac" was the specific name of an animal resin of very ancient utility. It appears not to have been known to the Greeks, for their lacca was a red dye wood or kermes. Sir George dwelt much upon the historical aspect of the matter, mentioning that Garcil, a Portuguese of the sixteenth century, was the first to accurately describe the preparation of lac resin, and his description was so good that it would stand for how the process is carried out at the present day. Even at that time the product was adulterated with common resin. The article was exported from Pegu to Sumatra and thence to Europe, so for many years it was not considered to be of Indian origin. For centuries it has been used in India for the preparation of varnish and polish, being colored as desired, and used as paint, oil paints being of comparatively recent introduction. The East India Company did a large export trade in lac resin, in round golden yellow cakes about 8 inches in diameter and 2 inches thick, which were really the residues from the manufacture of shellac. The center of export then was Agra, now Calcutta and Mirzapore are the seat of the trade.

## NATURE OF THE SECRETION.

The secretion which the lac insect produces on tree twigs consists of a dye and a resin. It was formerly worked solely for the dye, soldiers' coats being dyed with it, but the industry in this respect was practically killed by the introduction of cochineal. In this connection Sir George mentioned that in Warren Hastings' time an attempt was made to cultivate cochineal in India, and that noted statesman was one of those who started a plantation. The decline of the lac dye industry gave an impetus to the manufacture of lac resin, previously a mere by-product. The introduction of synthetic dyes killed lac dye. The first mention of shellac was by James Kerr in the "Philosophical Transactions" for 1718.

## THE ORIGIN OF LAC.

Sir George Watt proceeded to speak about the lac insect. Twice a year it swarms, and the larvæ settling on the twigs of trees puncture the bark, and the incrustation begins to form. In this process the larvæ lose legs and head, the thorax and abdomen become a globular body round which is the incrustation of lac. By and by an insect male, with a pair of large wings, escapes, seeks the females, fertilizes them, and dies. The females grow to a comparatively large size, giving birth each to a thousand young, die, and their body forms the pupa. It is this that is full of the lac coloring matter, which is really the food of the young. As the dye is now useless, Sir George suggests that the lac should be collected before the swarming, when the percentage of dye is at its lowest, and later he mentioned that there is a white or albino variety of the insect to whose propagation greater attention might be given, as it would produce an almost colorless resin. The insects are cultivated. The farmers do this by taking an incrustated twig of an infected tree and placing it just before the swarming on one which is not infected and the

swarm settles on it. Fifty or sixty kinds of trees grow lac and the quality varies with the tree. An insect which grows on one tree may not thrive on another species. Besides it has recently been discovered that there are many species of insects, but this subject has not been worked out, and Sir George emphasized the fact by stating that he had tried to get a specimen of the insect at the British Museum, but they have none.

#### THE PRODUCTION OF LAC.

The lac is removed from the twigs by placing them in a trough of water in which the workers tramp with their feet, when the woody matter floats, the dye is dissolved by the water and the resin keeps at the bottom. The latter, collected and dried, is seedlac. The dye (or lake) is no longer a commercial product and the last shipment to London was thrown into the Thames as worthless. Proceeding Sir George described the process of bleaching and purification. It is exposed to the air, and if this does not take out as much color as desired it is treated with sodium carbonate, alum or borax, the last being the favorite. Sir George thinks there is room for chemical investigation here. Next it is dried, melted and mixed with a certain proportion of common resin from Canada. In every factory he has visited he found that powdered orpiment is added to give opacity and color to the shellac, but not to garnet lac or button lac. The mixed resin is then put into a 30 to 40 feet long bag (like a stocking bandage) and carried by two men before a charcoal fire, one man twisting it one way and the other in the opposite direction. The resin thus drops out as it melts, and is returned to the bag. Sir George thinks that this dropping of buttons on the wet stone floor has some beneficial effect on the resin. When the stuff is sufficiently treated in this manner a piece of it in a hot molten state is spread with a palm leaf over a surface, then (it is hot enough to burn an ordinary individual) a man takes hold of it with his teeth at the top, with the toes of both feet at the bottom, and with the hands at each side, and stretches himself out, thus forming a big sheet of the resin, which thus becomes shellac.

#### THE LAC ART OF ORNAMENTATION.

The graphic manner in which Sir George described this method brought him a brisk round of applause. Then he took his audience into entirely new territory when he told them how the lac art of ornamentation is done. Absolutely pure shellac is the basis of the coloring. It is melted and pulled out as cobblers make their resin and confectioners their crisp, white, sweet cakes, coloring being added in the process. Sulphur makes yellow, sulphur and indigo green, lac dye crimson, and so on. Some colors are first mixed with oil, others with water, both furnishing distinct sets. The finished material is formed into blades about 9 inches long and 1½ inches wide. These and the turner's wheel, with appropriate carving, produce the finely ornamented Indian work which is so great a mystery to most people, but to those who heard Sir George Watt describe it it is ridiculously simple. The way that the oil colors and water colors are used alternately to produce different ornaments also turned out to be utilization of elementary knowledge. Lastly, Sir George dealt with the trade in shellac, showing how values fluctuate, to the great sorrow of the shellac makers. Of late years the export trade has changed, Continental ports and the United States being the most important consumers. "All the rubbish comes to England, and the best goes to America," were his concluding words, and although he had spoken for an hour and a quarter the interest never flagged.

#### THE COMMERCIAL GRADES OF LAC AND THEIR VALUATION.

At the same meeting John C. Umney, of London, reviewed the grades of lac met with in London commerce, indicating their relative values and the methods of determining their purity, degree of admixture, etc. Mr. Umney's paper is printed in full in the *Pharmaceutical Journal*, as follows:

The interesting history of shellac has been traced through various ages and its source, collection and manipulation described by Sir George Watt, and I therefore do not propose to do more than review the grades of lac met with in London com-

merce, indicating their relative values and the methods of determining their purity, degree of admixture, etc. Nearly the whole of the shellac of commerce may be said to be manufactured principally by hand in the neighborhood of Mirzapore and Calcutta, though certain shellacs—principally adulterated—are machine made in this country, and also on the Continent; indeed, this adulteration had become at the end of last year (1904), when prices were 50 per cent. higher than at present, practically a fine art.

I have placed upon the table samples of the principal grades of lac, as met with in commerce, with brief descriptions, but fully explained in the paper of Sir G. Watt. I have placed against these the proportionate values at the present time, taking as 100 the Consols of the shellac market, viz., T. N. brand. These ratios in price are not, of course, constant, but they are those existing to-day and are approximately those which are maintained, influenced, of course, to some extent by special circumstances.

No. 1. Inferior seed lac—this type is used in the making of the so-called inferior button lac. Relative value to T. N. at 100, 80 shillings on spot.

No. 2. Good seed lac, which is the crushed and washed lac. Relative value to T. N. at 100, 115 shillings.

No. 3. The stick lac shown is that known commercially as free from stick and dust. It is exported very largely to the Continent for the dye, as it is more useful than that prepared from the seed lac. Relative value to T. N. at 100, 70 shillings on spot.

No. 4. Button lac, known in India as "Bagoo" tongue lac. Relative value to T. N. at 100, 98 shillings on spot.

No. 5. Button lac—impure and somewhat out of condition. Would appear to have suffered largely from heat. Relative value to T. N. at 100, 96 shillings on spot.

No. 6. Standard T. N. This is practically the Consols of the shellac market, and upon this guide all speculation takes place, and upon the price of this the majority may be said to depend. Relative value to T. N. at 100, 100 shillings on spot.

No. 7. This is a specially selected so-called T. N. shellac, prepared for the market by Messrs. Ralli Bros., which is much esteemed also in America, and as a rule sold at about 2 to 3 per cent. above the price of the ordinary T. N. Relative value to T. N. at 100, 102 shillings on spot.

No. 8. Another type of the very finest native lac made, which is principally exported to America, but small quantities are used in the United Kingdom and on the Continent. Relative value to T. N. at 100, 117 shillings on spot.

No. 9. Of European manufacture—stated to be as fine as any lac that is produced, and of this particular brand practically the whole production goes to America. (The sample shown, however, is some years old, and may not represent the best bulk of to-day of the same manufacture.) Relative value to T. N. at 100, 120 shillings on spot.

No. 10. Very finest native lac. A very large price is paid for this lac. It is the kind very largely used in France, and I understand the favorite mark in America. The principal importers tell me it is too dear for the London market—a curious reflection. Relative value to T. N. at 100, 120 shillings on spot.

No. 11. Machine-made garnet shellac. Garnet shellac is sold at the present time practically with the guarantee of admixture of a quantity not exceeding 10 per cent. of resin. Relative value to T. N. at 100, 95 shillings on spot.

It has been stated that an experienced dealer will recognize the odor of resin in shellac by breaking it in the palm of the hand. I am scarcely able to confirm this myself, but I do notice that there is a far brighter fracture in the case of resin-sophisticated samples than in natural shellacs. This fracture dulls as exposure to the air is lengthened.

It is not necessary in a paper of this kind to deal with the recorded observations on the subject of the chemistry of shellac, except as they may bear on the analytical processes for determination of purity. Suffice it to say that the recent researches of Tschirch are most complete, and one cannot do better than refer to his elaborate publications on the subject. The principal constituents as at present known may be summarized as under:

Wax, about 6 per cent.

Laccin (pigment), present in varying proportions up to 6 per cent. Laccinic acid, a body closely allied to the coloring matter of cochineal.

Resinous matter, from 70 to 85 per cent., consisting of 65 per cent. about insoluble in ether, probably a rosinotannol ester of aleuritic acid, and 35 per cent. soluble in ether, including a yellow coloring matter called erythrolaccin.

It has been generally stated that many of the dull yellowish livery shellacs contain orpiment. I am barely able to confirm this, though in samples marked respectively 6 and 10 it is present to the extent of about 20 parts per million. It must not be forgotten that in any of the iodine absorption processes utilized for analytical purposes the presence or absence of orpiment must be in the first instance determined, and if an appreciable quantity be present an allowance must be made.

The examination of shellac for sophistication, especially in times of scarcity and speculation, as we have recently experi-

enced, is a subject deserving attention, and as now almost all market sales are made upon actual analysis (either as indicating purity or definite percentage of adulterant), the object of securing uniformity in the methods used by analysts engaged in the work is of paramount importance. Mr. E. J. Parry has published during the last few years several articles dealing with the analysis of shellac, giving the principal characters of a very large number of samples that he has examined.

Having also had the opportunity of examining a considerable number of samples, I think the results may be of interest and are certainly of confirmatory value.

#### QUALITATIVE DETECTION OF RESIN.

For detection of common resin in shellac several reactions have been suggested, the most useful being that known as the Storch Morawske test, and will reveal the presence of resin down to about 7 per cent. This test depends on the fact that resin dissolved in acetic anhydride gives a fugitive blue or violet color on addition of a drop of strong sulphuric acid. But for the presence of smaller quantities than this the test that has been found most satisfactory is an ingenious modification of the acetate of copper test as suggested by Parry. This consists of dissolving the sample in alcohol, pouring the solution into water, collecting and drying the powder on filter paper, and then rubbing it with petroleum ether. The filtered liquid, shaken with a small quantity of water containing a trace of copper acetate, will show in the petroleum ether layer an emerald green color if resin be present, but in its absence no coloration whatever.

Some workers have suggested the utilization of specific gravity as a means of determination of purity, and even a rough indication of the amount of resin present, shellac sinking and resin floating in a liquid of 1.08 to 1.09 specific gravity. I have found, however, that this is not possible, as the specific gravity of the two resins is variable and too close to be of actual value.

The solubility of shellac in various solvents has been suggested as a means of determination of purity. The only solvent, according to my observations, that is of any service is petroleum ether, which should not dissolve more than 5 to 6 per cent., and this of course forms a very rough means of differentiation between common resin and shellac. It is obvious, however, that varying proportions present in a mixture of the two substances would affect the solubility by the one carrying the other into solution.

I have made a great number of determinations of the acid and ester values of shellac, and it would appear from these results that, working upon pure shellac, the ester numbers are from 155 to 175, that for resin being usually about 5, while the average acid number for pure shellac I find to be about 60, and that for resin is rarely less than 160. In my experience these figures cannot be utilized alone for the calculation of the proportion of sophistication present, but taking them together with the iodine number a useful confirmation may be obtained. The average figures for shellac and resin respectively may be taken as:

|               | Acid. | Ester. |
|---------------|-------|--------|
| Shellac ..... | 60    | 160    |
| Resin .....   | 165   | 5      |

A great number of experiments have been made in order to determine the relative reliability and comparative constancy of the processes suggested for the determination of iodine numbers. Parry's iodine values were obtained by using Hubl's solution and allowing absorption for 18 hours, while Langmuir's results (see *Journ. Soc. Chem. Ind.*, January 16, 1905) were obtained by using Wij's solution, which gives considerably higher figures. I had expected that an advantage might rest with the latter, as owing to the greater rapidity of absorption (one hour being sufficient) it would probably make it a more convenient method of testing than the Hubl method. From comparative experiments made with the use of these two solutions, and also the Hanus solution, on many substances, it would appear that there is very little difference in the figures indicated in the cases of fixed oils, but in the case of resins generally and shellac and the numbers vary considerably.

I find that the most constant figures have unquestionably been those furnished by the Hubl method.

As the result of these analyses I would submit that the figure of 10 as a standard iodine value upon which the calculation for resin percentage should be based is a very fair one. It certainly is not an exacting requirement and the average iodine absorption figure of resin may be taken as 125. Utilizing the Hubl method, it is interesting to record how the iodine number of the samples of which descriptions have been given accord with knowledge of their composition, and also their market valuation.

#### A WRINKLE IN THE MANUFACTURE OF SYRUP OF LICORICE.<sup>1</sup>

BY LEONARD A. SELTZER.

Syrup of licorice is a syrup that is constantly prescribed, and is, moreover, a preparation of great importance, for aside from its therapeutic properties it heads the list of all the preparations we have for disguising the bitter or saline taste in medicine. Unfortunately the National Formulary fails to give any suggestion whereby the preparation can be made either stable or elegant in appearance.

The whole difficulty lies in the first step in the process. After dissolving the mass licorice in the water, an insoluble residue remains which cannot be separated by filtration in the ordinary way. If attempt at filtration be made the first portion that passes through is not clear, and as soon as it seems to be coming clear it ceases to come at all, the finely divided residue having massed itself against the paper so as to render the latter almost impervious. If the operator be willing to omit the filtration and put up with an unsightly preparation he is confronted with the fact that the inert matter immediately starts to ferment and spoil the syrup.

To overcome this difficulty I use the following method: After disintegrating the mass licorice on a water bath, with the full amount of water required to prepare the syrup and adding from time to time sufficient ammonia water to keep the glycyrrhizin in solution, but carefully avoiding excess, I remove the solution from the water bath and allow to cool. I then add the white of an egg, mix thoroughly and again heat on the water bath until all the albumen is coagulated. In this way much of the insoluble matter is surrounded by the coagulated albumen, though enough still remains to make filtration difficult. The method I use at this point is this: I take some clean excelsior and place it in the bottom of a percolator, making the surface as uneven as possible. Next I beat up some filter paper in a mortar with the solution until it is reduced to a pulp after which it and the remainder of the solution are transferred to the percolator, returning the filtrate until it passes clear. The whole solution will then pass through in a reasonable time. The sugar may now be added and dissolved either in the cold or by the aid of heat. If heat is used it will be necessary to replace from time to time the ammonia that is driven off.

Syrup made in this way is strictly in accord with the official formula, is elegant in appearance and will keep as long as the most stable syrups.

#### Soda Foam.

The very best and most wholesome thing for soda syrups to hold a foam is white of egg, using the white of four eggs to a two-gallon lot of syrup. T. D. McElhenie has for many years shaken the whites in a bottle with a little water until disintegrated before straining into the syrup, but the transparent masses of albumen are hard to break up. He recently had a tinner carry out for me an idea that shortens the task. Taking two of the square, screw-capped, half-pound tins used for Huyler's cocoa, he had the top cut off one and the bottom off the other and the second one soldered on the top of the first with a diaphragm of wire cloth between, so that by putting in two or three ounces of water, dropping in the whites and replacing the cap, a slight shaking up and down breaks up the albumen.

<sup>1</sup> From the Proceedings of the Michigan State Pharmaceutical Association.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**To Detect the Presence of Acetanilid in Phenacetin.**—Fulmer (*Annales der Chemie Analytique*, 1905) gives the following test for acetanilid in phenacetin: One decigramme of the suspected substance is boiled for one minute with 1 Cc. of concentrated hydrochloric acid. The mixture is diluted with 10 Cc. of water and filtered. To the filtrate are added three drops of a 3 per cent. solution of chromic acid. If the phenacetin is pure the solution assumes a ruby red color, which is permanent. If it contains acetanilid the solution assumes a dark green tint and later a deposit is observed.

**The Cultivation of Pharmaceutical Plants on Soils Containing Radium.**—Von Poehl (*St. Petersburg Farmatsefticheski Journal*, June 28, 1905) experimented with the cultivation of various pharmaceutical plants upon soil containing radium and obtained such brilliant results that he communicated them to the Pharmaceutical Society of St. Petersburg. These experiments were conducted at Tsarskoleselo, where the soil contains layers of radium-bearing minerals. Radium was found in these plants, but it was present only in the roots and in the stems, never in the flowers.

**Leucrol.**—According to the *Apotheker Zeitung* (June 7, 1905), leucrol is a remedy put up in tablets, which is recommended for use in the internal treatment of leucorrhœa not due to gonorrhœal infection. The composition of the tablets is said to be as follows: Leucrol, 14 parts; cane sugar, 12 parts; cocoa, without oil, 3 parts; citric acid, 1 part. Leucrol is said to be derived from the extract of Jubahar, an Indian plant belonging to the natural order of Ranunculaceæ, which is still unknown to botanists. It is employed by the native women in the treatment of anæmia, and especially in the treatment of leucorrhœa.

**Disinfectant Solutions of Cresol.**—Adam (*Journal de pharmacie et de chimie*, August 16 1905) investigated the best methods of preparing solutions with cresol which should be inexpensive, sufficiently concentrated, soluble in water and should not destroy fabrics or other materials with which they come in contact. After a number of experiments with soap and alkali carbonates he abandoned these substances as additions to cresol in preparing the solution. He found that the best proportions were one part by weight of cresol and one part of a 30 per cent. solution of soda. This solution should be diluted with 100, 200 or 300 parts of water, according to need. Adam found that the mixture of "black soap" and cresol could not be prepared except with the aid of heat, and that from 30 to 100 parts of cresol had to be added to the soap. The mixture thus obtained did not give a satisfactory solution with water, as it formed white flakes which soiled the surfaces to be disinfected. If one wishes to avoid this inconvenience more soap must be added and then the process becomes too expensive. On the other hand, if the ordinary soap maker's lye, containing 30 per cent. of caustic soda, be added to cresol, a solution is formed which mixes readily with water, making a clear fluid which does not give any sediment. This fluid is not any more caustic than cresol itself. It does not attack paint or varnish, and although it does injure certain delicate surfaces it can be easily neutralized by the addition of some acid.

**The Sweet Taste of Dulcin.**—Sternberg (*Riedel's Berichte*, 1905, page 54) examined a variety of substances having a composition similar to dulcin, in order to find out whether they also had a sweet taste. We know that some substances can be prepared synthetically that have a far sweeter taste than sugar. Saccharin and dulcin are examples of this kind. The latter is a mono-para phenetol-carbamide which has an extremely intense sweet taste. On the other hand, the dipara-phenetol-carbamide does not possess any taste whatever.

Another combination of phenol-carbamide—namely, the methyl-ic ether, or para-anisol-carbamide—has a very slight sweet taste. It's rather curious to note such a difference between such similar compounds and the question naturally arises, What is the cause of the sweet taste? In order to determine this Sternberg tested a large number of allied compounds, but has not been able to find a single one with a sweet taste. Some were very bitter, while others had no taste whatever. It is said that the discoverer of dulcin obtained an amide derivative of this substance which had a characteristic sweet taste. Sternberg remarks that the substitution products added to the phenol radical possess the sweet taste characteristic of dulcin, just as is the case with saccharin. Also, just as is the case with the last mentioned synthetic, when the amide group is substituted by other radicals, the sweet taste disappears.

**The Detection of Biliary Pigments in the Urine.**—Grimbert (*L'union pharmaceutique*, November 15, 1905) finds the various tests now employed for the detection of biliary pigments inaccurate in some respects, and recommends the following method, which is simpler and at the same time more delicate than any other: To 10 Cc. of urine he adds 5 Cc. of a solution containing 10 per cent. of barium chloride. He shakes and centrifuges the mixture. The precipitate which is formed consists of the sulphate, the phosphate, and bilirubinate of barium. It is diluted with 4 Cc. of 90 per cent. alcohol, to which 5 per cent. by volume of hydrochloric acid has been added. The mixture is placed on a water bath and kept there for one minute at boiling temperature. The precipitate is allowed to deposit at the bottom of the tube and the liquid in the tube is examined. If it is found colorless biliary pigments are absent. If it is a greenish-blue or dark-green biliary pigments are present. If it is brown or brownish in color the hydrochloric acid added to the alcohol did not suffice to oxidize all the barium bilirubinate, and then two drops of 10 per cent. hydrogen dioxide are added to the contents of the tube, which is again heated on the water bath. The green color then appears distinctly. If the brown tint persists the biliary pigments are altered, owing to the fact that the urine has stood for some time. If traces of biliary pigments are looked for, 100 Cc. of the urine can be used for this test instead of 10 Cc. This method is said to be much more delicate than those of Jolles and Hammarsten.

**Direct Quantitative Estimation of Glycerin.**—Schukow and Schestakoff (*Zeitschrift für angewandte Chemie*, 1905, page 294) overcame the difficulty attending the direct determination of glycerin in aqueous solutions. This difficulty is due to the fact that when watery solutions of glycerin are shaken with appropriate solvents the water retains a certain amount of glycerin. The method suggested by the author consists in treating the solution of glycerin with anhydrous sodium sulphate and by exhausting this mixture with anhydrous acetone. If the solution is alkaline in reaction it should be neutralized with sulphuric acid and should be filtered. It is then rendered very feebly alkaline with the addition of potassa. If the solution is acid, it must be neutralized with potassa, and then concentrated to the consistency of a syrup without heating it above 60 degrees C. If salts are contained in the solution it should be evaporated to a semisolid mass. Of this residue such a quantity is taken as contains not more than 1 Gm. of glycerin. It is then mixed with powdered anhydrous sodium sulphate, wrapped in filter paper and exhausted in a Soxhlet apparatus with acetone freed from water by previous distillation over dried potassium carbonate. After the exhaustion, which should last four hours, the acetone is driven off, and if a few drops of oil are then found upon the surface of the glycerin they should be removed with the aid of petroleum ether. The glycerin is then dried at a temperature of 80 degrees C., until



the weight becomes constant. Solutions which contain more than 40 per cent. of glycerin need not be concentrated, as they can be treated directly with the dried sodium sulphate.

**The Reactions of Amorphous Aconitine.**—Reichard (*Pharmazeutische Zentralhalle*, 1905, page 479) has investigated the reactions of amorphous aconitine, which, as we know, is entirely different from the crystalline aconitine, official in the United States Pharmacopœia. Amorphous aconitine, so-called, is in reality a mixture of amorphous bases derived from aconite, and is a yellowish-white powder soluble in alcohol, ether and chloroform, and slightly soluble in water. It is less poisonous than the crystalline product and is given in larger doses. Thus, while the United States Pharmacopœia gives one four-hundred of a grain as the dose of the crystalline alkaloid, the dose of the amorphous product, made by Merck, is given as one-sixty-fourth of a grain. The most characteristic reaction of amorphous aconitine has usually been thought to be its behavior with phosphoric acid. Reichard recommends that this reaction be performed under the following conditions: A small amount of the alkaloid is placed in a porcelain capsule. A fragment of phosphoric acid is added, then a trace of water. If no heat be employed no reaction will take place. But if the mixture be cautiously heated some streaks of deep violet color will form at its margin, while the center changes to a color which looks like a mixture of black, brown and violet. This color fades when the capsule is cooled, while it reappears under the influence of heat. Other reactions have been described in considerable number. If antimony trichloride in a concentrated solution in hydrochloric acid be added to some amorphous aconitine a dark color results which turns to black. If powdered aconitine be mixed with a fragment of sodium orthoarsenate, and then with some sulphuric acid, and if the mixture be heated gently, a thick mass is formed, like Canada balsam in appearance, but having the color of tannin. If to this mixture be added a small crystal of yellow prussiate the crystal turns blue within 10 or 15 minutes. This reaction is due to the aconitine, but the presence of the arsenic is also necessary.

**The Solubility of Scammony Resin in Ether.**—Guigues (*Répertoire de pharmacie*, November 10, 1905) has collected some interesting data as to the solubility of the resins of scammony. In a number of treatises on pharmacy the statement is made that scammony resin is soluble in ether, while the eighth revision of the United States Pharmacopœia requires that not less than 75 per cent. of the resin shall be soluble in ether. The author has found, however, that two distinct varieties of scammony resin are found on the market, one of which is soluble in ether, while the other is insoluble in this fluid. This insoluble resin, however, is soluble in a solution of the soluble resin in ether, while an excess of ether added to such a solution produces a new precipitate. The author admits that there are resins of scammony which are soluble in ether, and he has in his possession old samples which are completely soluble. It is possible that a soluble resin is still obtainable, and the author hopes to discover the source of such a resin. Formerly the resin was obtained from a certain limited region, but unfortunately the process used by the natives in extracting the resin of scammony has caused the complete disappearance of the plant from its original habitat, so that for the past five or six years the root comes from other sources. It is this change in the climatic conditions under which the root is grown that has caused a diminution in solubility of the resin. A large amount of scammony from America is sold in England, and some resins are sold in France which are derived neither from Syria or Asia Minor. The substitutes for scammony which are commonly offered are the resins of fusiform jalap (*Ipomœa orizabensis*) or of Tampico jalap (*Ipomœa stimulans*). According to Welgel, a so-called Mexican scammony is sold which is probably derived from the fusiform jalap. Some brown resins are found in commerce which contain as much as 50 per cent. of constituents insoluble in ether. The white resins contain as much as 25 per cent. of insoluble constituents. The

author concludes that ether should no longer be employed in testing resin of scammony. This test does not distinguish the adulterations commonly practiced—namely, the addition of mastic, colophony and other resins, nor does it serve to discover the presence of jalap resin. The price of jalap resin is, indeed, much higher than that of scammony, and it would be more profitable to sell resins partly insoluble in ether under the name of jalap. The change in the solubility of the resin, according to the author, is not the result of the process of extraction, for the only heat that is employed is used in the form of steam, so that the action of a ferment is excluded.

### Explosions of Oxygen.

Druggists who handle oxygen, which is so often used nowadays for medicinal purposes, should know something about the accidents that occur as the result of the explosion of this gas. In an article in the *Pharmazeutische Zeitung* (October, 1905, page 910) are summarized several accidents of this kind that have occurred during the past year.

According to the writer of this article, explosions of oxygen form a constant item in the statistics of accidents. During the present year two explosions of oxygen have been recorded that deserve mention. One of these occurred in the Physical Institute at Winterthur, and resulted in the death of one man and in considerable material damage. A second case was reported by the Italian newspapers from Genoa. It became necessary to fill some oxygen into a receptacle from one of the ordinary steel cylinders. The cylinder was kept in the back room of the drug store, and when the druggist wanted to set the pressure gauge and read it a terrible explosion occurred, which severely injured the druggist as well as four persons who happened to be in the store, and also caused a great deal of damage to his stock and fixtures. The force of the pressure can be guessed from the fact that pieces of the burst steel cylinder were projected through the ceiling of the storage room into the upper floors of the house and that doors and windows were broken throughout the neighborhood. The store and its adjoining storerooms presented a picture of terrible devastation.

The causes of these two explosions have not been accurately determined. In both cases it seems that the accident occurred upon the opening of the valve of the manometer. It appears, therefore, that the explosions were not due to defects of the metals of the cylinder or to the strength of the same, but to defects in the construction of the outlet of the apparatus or in the properties of the oxygen itself. The case which occurred in Germany was studied by two chemists, Bosshardt and Häuttil, who found that the "oxygen" which was contained in another cylinder furnished by the same factory contained 77.57 volumes of oxygen, 20.10 of hydrogen and 2.33 of nitrogen. The authors named found that this mixture was exceedingly explosive. Another circumstance which they noted was that the valve screws of the test manometer of the cylinder furnished by this factory were provided with washers consisting of cellulose and a mineral substance that could not be ignited. They also contained a small amount of oil. These washers were slightly burned and had an odor of incompletely burnt oil. When the valve was opened the gas escaped from the manometer with a rush, the air in the connecting tube between the cylinder and the manometer was suddenly compressed, and in that instant was heated to such a temperature as was sufficient to ignite the oil lubricating the washers. Possibly particles of iron or rust, etc., which were driven out of the cylinder with a stream of air, and which came into violent contact with the washers, could also ignite the latter.

If the cylinder had contained pure oxygen the ignition of the washers could not have produced an explosion, but inasmuch as the cylinder contained an explosive gas an explosion could not be prevented. The lesson, therefore, is that the safest oxygen is that which is absolutely pure, and another lesson is that tanks with oxygen should never be kept in rooms immediately adjoining the store or the living quarters.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Tinnevelly Leaves.**—J. F.—For extended information regarding the variety of senna leaf called Tinnevelly you should consult a work on vegetable materia medica. This leaf comes from India and is regarded as an inferior article to the preferred Alexandria senna. The India senna leaf is nearly twice as long as the Alexandria leaf, but contains a smaller percentage of emodin, the active principle.

**Address of the Makers of "The Akouphone."**—C. S. asks for the address of the makers of an instrument known as "the akouphone," which is used to strengthen the hearing of deaf people.

Perhaps some of our readers will be able to supply the desired information.

**Self-Heating Hot Water Bottles.**—G. A. R. asks if we can give him particulars of the method of constructing a hot water bag which develops its own heat after shaking and compression.

We can only indicate in a general way the construction of such a bag or bottle as is described by our correspondent. Bags of this kind are understood to be made by filling them with a mixture of 9 parts of sodium thiosulphate and 1 part of sodium acetate. The bag is placed in hot water and kept there until the mixture melts. The heat generated in the melting process is said to be retained for several hours, and all that is necessary to renew the heat is to shake the container vigorously.

**Emulsion of Codliver Oil with Iron.**—H. G.—The form of iron preferably used in the preparation of a ferrated codliver oil emulsion is iron benzoate, one part of the salt being used for every hundred parts of oil. The iron benzoate is first triturated with the oil and the mixture warmed gently until the iron salt is dissolved. An emulsion may then be made from the product after the customary process.

An Italian formula provides for the use of saponin as an emulsifier and glycerophosphate of iron is the ferruginous ingredient, combined with calcium glycerophosphate in the following combination:

|                                | Parts. |
|--------------------------------|--------|
| Calcium glycerophosphate ..... | 20     |
| Iron glycerophosphate .....    | 20     |
| Glycerin, pure .....           | 100    |
| Alcohol .....                  | 100    |
| Saponin .....                  | 121    |
| Lime water .....               | 200    |
| Codliver oil .....             | 1600   |

Mix the water and alcohol and in it dissolve the saponin. Put the glycerin in a mortar of sufficient size, and, under constant rubbing, add the solution of saponin, drop by drop, continuing the agitation until a white, consistent, creamy emulsion is obtained. Now add the oil, little by little, under constant rubbing, after having first mingled the glycerophosphates with it by triturating together in a mortar.

**Porto Rico Pharmacy Regulations.**—G. R. A.—We regret our inability to give any definite information regarding the regulations prescribed by the Government of Porto Rico for the practice of pharmacy. A circular issued some time ago by the military governor announced that the practice of pharmacy was under the supervision of the Superior Board of Health, a body which replaced the subdelegations of medicine, surgery, pharmacy, etc., of Porto Rico. An examining board, acting under the authority of the Superior Board of Health, consisting of three graduates in medicine and surgery, two graduates in pharmacy and one graduate in dentistry, conducts the examinations and issues certificates. Meetings are held in the city of San Juan at regular intervals. The examining board does not recognize diplomas from colleges of pharmacy, although applicants for registration possessing diplomas from medical or dental colleges, and who have been licensed by State

boards after examination, may, upon the payment of a fee of \$25, be licensed by the Superior Board of Health without examination, in the discretion of the board. The fee for examination as a pharmacist is the same as that charged for physicians and dentists—namely, \$25. Five dollars additional is charged for the issue and registration of a license.

**Apiol.**—From J. Oudig, president of the Association Amicale des Etudiants en Pharmacie de France, 85 Boulevard Saint-Michel, Paris, we have received an inquiry of which the following is a translation:

(1) What is the annual consumption of apiol in the United States? (2) Is it manufactured there? If not, where can it be procured? (3) What is its commercial value and its retail price? (4) What are the methods of estimating it? (5) What is its specific gravity according to the U. S. Pharmacopœia? (6) What does the U. S. Pharmacopœia say regarding its manufacture?

Apiol is not official in the United States Pharmacopœia and we are unable, therefore, to answer that part of our correspondent's inquiry relating to the mention of apiol in that work. We have no figures at hand to indicate the annual consumption of apiol in the United States, but from our knowledge of the uses of apiol in medicine we should not put it at any high figure. The consumption has increased of late years, owing to the exploitation of the substance by proprietary manufacturers, and most of the apiol consumed is, we think, imported from France and Germany. As regards the nature of the substance known commercially as apiol some confusion seems to exist. True apiol, or parsley camphor, as it is also called, is a crystallizable compound first obtained in 1823 from the volatile oil of parsley seed by Stange, of Basel, Switzerland, (Nat. Disp.). The name apiol is, however, generally applied to an oily liquid consisting of an alcoholic extract of parsley seed, and consisting of a volatile oil holding a soft resin and true apiol in solution. It is usually a transparent green fluid, but, according to "The Extra Pharmacopœia" of Martindale and Westcott, it is also met with as a dark, oily liquid with a peculiar odor and a pungent taste, like parsley. As noted above, the true apiol is a stearoptene or camphor-like body which occurs in colorless acicular crystals, and the authors of "The National Standard Dispensatory" are of the opinion that the name apiol should be applied only to the stearoptene and not to the liquid mixture.

**Lubricating Soap.**—L. D. C.—If by a "soft soap used by machinists and printers" you mean a lubricating soap, the following is a formula:

|  |           |
|--|-----------|
| Tallow .....                               | 1½ parts. |
| Crude palm oil .....                       | 8 parts.  |
| Solution of sodium carbonate, 15 deg., B., | 1½ parts. |

Melt.

**A New Reaction for Acetone in the Urine.**—Frommer (*Berliner Klinische Wochenschrift*, 1905, No. 32) describes the following test for acetone in the urine, which can be used without resort to distillation. The test consists in adding 1 gramme of caustic potash to 10 Cc. of urine in a test tube, and then adding from 10 to 15 drops of a 10 per cent. alcoholic solution of salicylic aldehyde (salicylic acid) and heating to 70 degrees. If the urine contains acetone a reddish-purple ring appears at the point of contact of the two fluids. If the salicylic aldehyde is added after the caustic potash is completely dissolved the fluid is colored yellow, then reddish-purple, and finally crimson-red. This reaction is very delicate and does not occur with any other substances likely to be present in the urine. The reaction described also appears in cases in which Lieben's and Legal's tests give positive results.

## Book Reviews.

**YEARBOOK OF LEGISLATION, 1904.** Edited by Robert H. Whitten, Sociology Librarian. Albany, N. Y., New York State Education Department, 1905.

The "Yearbook of Legislation" contains the three annual legislation bulletins issued by the New York State Library. The first is a digest of governors' messages, including related topics in the President's message. Important recommendations are briefly digested and topically arranged so that the trend of executive recommendation on current problems may be easily ascertained.

The second bulletin is the index of legislation, indexing or summarizing 2190 laws and constitutional amendments. This and the preceding bulletin are classified in the same way so that reference from one to the other is facilitated.

The third bulletin is a review of legislation made up of the contributions of 40 specialists from all parts of the country, each reviewing the year's progress in his particular field. Notable articles are those of Dr. C. E. Merriam, professor of political science at Chicago University, who reviews legislation relating to State government, law making and elections; of Dr. Charles V. Chapin, Superintendent of Public Health, Providence, R. I., who discusses public health and safety regulations; of E. Dana Durand, of the U. S. Bureau of Corporations, who writes on corporation laws; of Dr. John A. Fairlie, professor of administrative law at the University of Michigan, and Dr. Delos F. Wilcox, secretary of the Civic Club of Grand Rapids, who write on municipal government; of Prof. Frank A. Fetter, of Cornell University, on taxation; of Dr. Adna F. Weber, chief statistician of the New York State Department of Labor, on labor legislation, and of Dr. W. D. Bigelow, of the U. S. Bureau of Chemistry, on food adulteration.

The yearbook thus furnishes a complete and practical guide to American legislation most useful to publicists, legislators, executives and others interested in any specific movement or in the general trend of legislation.

**A MANUAL OF ACUTE POISONING** giving classification, varieties and individual substances usually met with in emergency poisoning, with special symptoms, simple tests, chemical antidotes, physiologic antagonists and treatment, together with methods for use in first aid to the injured. By John W. Wainwright, M.D., member of the American and New York State Medical Associations, the American Chemical Society, etc. New York: E. R. Pelton, 1905. Pp. 5 to 96. Flexible cloth. 75 cents.

If the value of a manual on the treatment of poisoning could be judged by the character of any single chapter that on the symptoms and treatment of poisoning from carbolic acid would, in our opinion, afford the best criterion. In this handy sized manual of Dr. Wainwright's the descriptions of the symptoms of poisoning from and tests for detecting carbolic acid are in an unusual degree satisfactory. The author chooses his terms with care and succeeds in imparting conciseness without losing in completeness of description. In carbolic acid poisoning he places little confidence in the use of the soluble sulphates which are commonly believed to be effective, and depends more on alcohol diluted two-thirds with water, the stomach having been previously emptied of its contents by means of a stomach tube. Though the manual was not written for pharmacists and is not likely to be recommended as a text book for colleges of pharmacy it should prove extremely useful to pharmacists, who are frequently called upon to assist in emergency cases.

We do not like the author's spelling where he deviates from the pharmacopoeial standard by omitting the final e from the names of alkaloids and changing chloride to chlorid. There are other peculiarities of spelling in the manual which are disturbing. In one sentence the term "chemical antidote" occurs, and in the sentence immediately following we find "physiologic antagonists." If "chemical," why not "physiological"? But these variants in spelling do not detract from the value of the little work, which we cordially commend as a useful addition to the pharmacist's library.



*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.*

## VALUELESS ADVERTISING SCHEMES.

By W. T. O'CONNOR.

The druggist who would make a success of advertising must know what not to do as well as what to do. There are golden rules of omission in the gentle art of advertising as well as shining rules of things necessary.

If it were possible for every druggist to go into an advertising campaign with an exact knowledge of what he must do to come out at the long end of the game there would be no necessity for this warning. But, unfortunately, the druggist, and especially the druggist who elects to take care of every detail of his own advertising, usually knows as little about the advertising proposition as the average citizen knows of the mysteries of the prescription counter.

If this article by pointing out a few of the opportunities to make mistakes saves only one druggist from financial loss it will certainly have been worth while.

You may give the profoundest thought to every other detail of your advertising, but if the mediums you intend to utilize are wrong failure is writ large for your attempt. Discrimination is an asset in this end of an advertising campaign.

### THE PROGRAMME FAKE.

The druggist who has not been importuned to take space in a programme for some kind of an amateur affair many times in his business career is a very rare bird. If, however, you have succeeded in resisting the argument of the energetic solicitor you have saved money. As an advertising medium an amateur entertainment programme is as valueless as a last year's tax bill. The sole and entire object of the Programme Committee is to raise at least enough money to pay for the printing of the programme and as much in excess of this as they possibly can.

Programmes have no advertising value for these reasons. Only a limited number are printed, usually from 500 to 1,000. Very few people take the trouble to read them. The average announcement in them is nothing more than an ordinary business card, and they are promptly discarded as soon as their use as a programme is over. If you are ever persuaded to take space in a programme charge the cost up to friendship or charity and calculate upon getting your reward hereafter, for you certainly will not get it here.

Another variation of the programme scheme is the dramatic hanger. This is a nice genteel way of getting free advertising by making the other fellow pay for it.

The dramatic society decides that it needs some publicity, but it lacks the wherewithal to purchase it. About the easiest plan that will suggest itself is to go around to various business men and request or demand that they buy some space on a card or hanger at so much per space. The society gets as much as it can, usually more than enough to pay for the very few cards printed. Then it takes for itself the largest and choicest space right in the center of the card. The philanthropic merchant whose beneficence has helped pay for the card is in consideration of his kindness allowed to hang one in his window so that the dramatic society will get in its advertising.

Put your money in a poker game in preference to the above; you will have a chance for it at least.

Next to these is

#### THE CARD DIRECTORY OF LEADING BUSINESS MEN.

This is one of the rankest grafts that ever separated a man from his money. The usual method of working the game runs about like this: Some impecunious gentleman with a congenital aversion to anything even slightly resembling work hits upon the scheme as a sort of first aid to a low tide pocket-book. The first move is to obtain a large sheet of nice, clean paper. The ingenious gentleman then proceeds to rule it off into spaces of various size, marking the spaces with a numeral meant to indicate the price. The prices of the spaces vary with their size. The amount tacked onto them is governed largely by the pecuniary needs or the unbounded fancy of the gentlemanly promoter.

When the dummy is prepared the labor saving grafter works up his line of argument. As he is usually a person who lives upon pure nerve and his wits he has no great trouble in evolving a first-class line of persuasion.

When all is ready he sallies forth prepared to interview the "leading business men" regarding the need for advertising in the directory. Bolled down the interview is something like this: He shows the dummy to his listener and tells him what it is, laying particular stress upon the "leading business men" part. He expatiates upon the value, even the necessity of the gentleman in front of him being represented upon the directory. He grows eloquent when he speaks of the tremendous effects of a five-inch advertisement. He is impressive when he details the number of directories to be printed and distributed. One is to go to every railroad station, hotel and public building, one to every business house in the city and one to every professional man in the community. Then he will ask you how much space you will take. Perhaps you will not take any. If you won't you will get the same verbiage all over again accompanied by an offer of a reduced price for anything on the card.

#### HE COLLECTS IN ADVANCE.

If you buy a space the bland promoter will try to collect the whole amount in advance. If you will not give it to him he will be satisfied with half, and if the half is not forthcoming he will accept anything as a compromise. He needs the money.

This process goes on until the card is filled. Then if the man behind finds that he has not collected all the money that he thinks he will need he will really have the card printed. Not, however, because of any feeling of obligation to the benevolent individuals who have subscribed to his scheme, but just to get the rest of the money. If the printer is an astute person he gets a good-sized deposit in advance and does not deliver the cards until all the rest of the money due him is handed over.

When the promoter gets the cards he ambles around to his patrons, leaves a card with each one, collects whatever is coming to him, and says that he and his assistants have made arrangements to distribute the remainder as soon as they are received from the printer.

Then he fades quietly and permanently from view.

The cards that are distributed to the space buyers are, you may be sure, all that are ever printed. For your money you get a more or less valuable piece of printing, an excellent study in one form of criminology and a generous slice of the "once bit, twice shy" quality. An advertisement on the inside of the moon would be considerably better than space in a card directory.

#### THE CHURCH SOCIETY.

Another money getting, nonresult-giving scheme is the church society cook book. The Ladies' Sewing Society or the Mortgage Reducing Association of the church in a laudable endeavor to do something worthy in the financial line get busy and collect recipes from everywhere. They then go after the business men of their vicinity for advertising, and if any think of it they write to national advertisers. Sometimes the arguments used to persuade a person to take space are not very Christian.

The cook book is also in the no-good class as an advertising medium. If you take any space in it charge it up to charity also.

The magic lantern man is another who gets something for very nearly nothing. He usually promises an unlimited number of displays for you and will guarantee a crowd of any size that you would like to have. Leave him severely alone.

For the retail druggist the newspapers and inclosure slips are the best. Useful novelties and those having a permanent value are also good. In a future number we will give a list of some of these.

#### WINDOW DRESSING IDEAS.

If your store is wired for electricity the following will attract a crowd at almost any time.

Get a number of white, blue, red and green rubber balloons. If you have an average sized window about thirty will be enough.

In order that the scheme may be a success the window should be long and moderately narrow, but not so narrow that a jam will result when the balloons get busy. In order to make it work you may have to close in the back of the window.

Put the balloons into one end of the window. At the other set one or two electric fans. Turn the current on and it will promptly force the balloons into the air and keep them going up and down constantly. It has a decidedly novel effect, and when balloons of different colors are used a very pretty one.

You will find it economical to see that there are no sharp pointed objects in the window, as they are apt to prove fatal to the balloons.

You can introduce a direct advertising note by exploiting at the same time some remedy that you prepare for what is commonly known as the "tired feeling." Put some bottles into the window, and with them a sign saying that "Blank will make you feel as light as air."

#### CIGAR ADVERTISING.

Another window idea that is both novel and attractive can be used in connection with your cigar line. Or if you put up preparations of your own it can be used to show where the constituent ingredients come from.

Have an outline map of the world drawn on bristol board; or draw it yourself, if you are a good enough draftsman. Color the inside of the various coast lines. Next secure a number of different colored narrow ribbons and a quantity of white cards about 3 x 5 inches.

If you intend to use the scheme to call attention to your cigars find out where the stock in the brands is grown and print the name of each place on the card.

Take one of the ribbons, and, with the aid of a geography, locate the locality on the map. Then fasten the ribbon to the exact spot with a thumb tack, tying the other end around the proper cigar, and lay the cigar on the right card.

A man who glances into your window in passing will usually become interested enough to take a good look at the display. And it is very likely to occur to him that a cigar would do very nicely at the moment and you will sell the cigar.

The following scheme was used by a tobacco dealer in Brooklyn a few years ago with pronounced success. He had in stock a brand of cigars that he was very anxious to build up a large sale for. It sold for 5 cents, and was an excellent value—in shape a panatella, and in addition a little longer than the average smoke of its kind for the price. He tried several window displays, but most cigars bear a fairly close resemblance to each other and the brand did not move very rapidly.

This is the suggestion given him that finally started it going. He took a piece of white paper about 3 feet long and 8 inches wide, put it in the front part of the window and left a space clear all around it. He then laid six of the cigars end to end, and back of them stood a nicely painted sign with this message: "30 inches of smoke for 10 cents."

Before the dealer took the sign and cigars out of the window the brand was pretty well established.

#### ADVERTISING APOTHEGMS.

A clean store indicates a careful proprietor.

When you cannot tell the truth about an article say nothing.

Keep to one line of talk in your advertisement. There is no one quite so hard to follow as the verbose gentleman who talks a little about all things and says nothing about any.

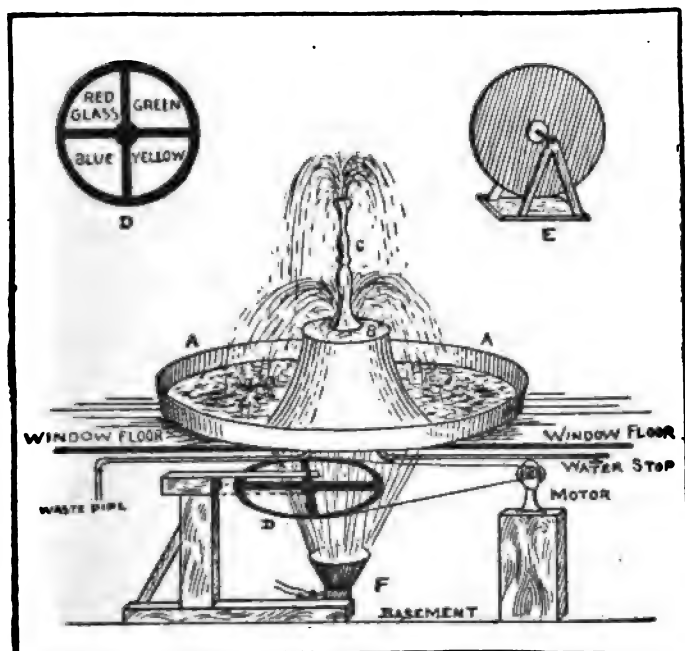
An advertisement should be a plain statement of facts. At the current rates for newspaper space you cannot afford to indulge in tinselled generalities, poetical eruptions, anecdotes, historical sketches or anything that will not sell your goods.

Facts are stubborn things and do not admit of denial. And you will not have to explain them away. A half fact or a whole untruth can be contradicted, but in spite of explanations will leave a bad odor. Therefore make certain that everything that is said to the public from your store, whether verbal or printed, be built upon an unshakable foundation of fact.

#### How to Make an Illuminated Electric Fountain.

One of the prettiest and most attractive displays for a show window is an electric illuminated fountain. The *Keystone* tells how such a fountain may be constructed.

Have a tinsmith make the center bowl (marked A in the accompanying diagram) of tin, of any size desired, according to the size of the window. This center bowl should be shaped like a large cake tin, hollow in the center. Cut a hole in the center of the window floor and place the tin bowl over it. Put a large



Details of Illuminated Fountain for Windows.

rubber band around the center tin cone. Secure a circular glass shelf B, having a hole in the center, and rest it upon the cone.

Have the tinsmith make a fancy stem C, enamel it white, punch fine holes in it at the top and bottom and solder it to the water pipe, which passes through the hole in the center of the glass shelf and which is attached to the main pipe in the basement. Put a rubber washer on the glass shelf to make it water tight. The water flow is regulated by the water stop and the surplus is carried off through the waste pipe.

Make a skeleton pulley D with a piece of colored glass in each of its openings. Use red, green, yellow and blue glass and fasten it in position with tacks. Arrange this pulley so that half of it is in the center of the fountain.

Place a strong electric light with a reflector in the position shown at F, so that it sends its rays upward through the col-

ored glass and through the center cone on the water. The effect will be most beautiful. The changing of the colors can be reduced to speed by means of the reducer E. In the lower bowl lay three electric bulbs colored green, with wires made water proof, well insulated and enameled. Pond lilies and gold fish may be added and a magnificent display created.

#### METROPOLITAN WINDOW DISPLAYS.

With the advent of cold weather, druggists' show windows have in many instances been devoted to displays of cough remedies, chamols vests, chest protectors, lotions for chapped hands and face—in short, all things that appeal to sufferers from cold weather. During the past week or so there has also been the usual number of special exhibits and "drives" on special articles.

One of the large windows of Riker's Twenty-third street store was given up to a display of chamols vests and chest protectors of various styles. The background was of dark green velvet drapery thrown over a support at the rear of the window and then brought forward so as to cover the floor of the window. This formed a very pleasing color effect with the buff chamols. In the center of the window was a wax figure wearing one of the vests. The latter, however, while they had small cards containing apparently the firm's price mark, lettering or numbering, did not give to the passer-by any idea of the retail price. In the Sixth avenue window of the same store attention was called to the firm's special department on the third floor, devoted to massage, chiropody, hair dressing, manicuring, scalp and electric treatment. A placard read: "The manners of the home are found in this department." The display consisted of wax figures or heads with the hair dressed in pompadour style. The firm's charge for pompadour hair dressing was announced as about one-half the usual price charged elsewhere. The display was evidently intended to attract the notice of the numerous women shoppers in that district.

A very handsome color scheme was that seen in a window of the same store. The article featured was Tokay wine. Purple was the predominating color. The window was filled with bottles of the wine, the purple color of the wine showing through the bottles and being heightened by bunches of artificial grapes neatly arranged. The bottles were capped with purple tin foil. The center of the window contained a wooden wine keg, on top of which were bunches of grapes. The background of the window was a mirror tastefully draped with white satin against which were more clusters of grapes. The floor covering of the window was of green velvet, which harmonized well with the purple and white. A card said: "Very fine medicinal Tokay wine, 20 years old; while they last, \$1.00." The other windows of this store displayed lotions, toilet preparations, perfumery, Rexall goods, etc.

One of Kallish's windows in the store at Madison avenue and Twenty-third street contained an exhibit of "De Miracle," a preparation used for removing superfluous hair. The window conveyed the idea of a lady's boudoir. In one corner was a handsome dressing table of bird's eye maple, with the usual manicure utensils, hair brush, comb, etc., while in the opposite corner was a full size wax figure of a lady in a dressing gown in the act of applying the preparation. On the floor of the window were arranged bottles of the article, with numerous placards giving the price plainly and setting forth the meritorious qualities of the preparation. One of the Twenty-third street windows had a display of white pine syrup and white pine and tar cough remedies, the color effect being red and green wrappers. The center of the window was given up to a patent changeable advertising sign, automatic, which called attention to these and other remedies sold by Kallish.

A new health brace was the feature of the window display in Wilson's pharmacy on upper Broadway. The brace is made like a vest, with a network of lace in the back which permits the vest to be adjusted properly so as to pull the shoulders back, and at the same time allow free breathing. It is claimed to be valuable for use in cases of pulmonary affections and all troubles arising from improper breathing, narrow chest, etc.



Clipped from Current Advertising.

**When In Doubt**

Where to have your prescription filled just as it should be done, remember filling prescriptions is the principal part of our business, and we give you the best service to be found anywhere. This means pure, fresh drugs and chemicals, and we do not keep you waiting a minute longer than is necessary to have your prescription dispensed accurately. Telephone 295.

We send for your prescription and deliver without any extra charge.

*Particulars! Particulars! Give the Facts. Give SPECIFIC Reasons as to Why I Should Leave My Prescriptions with You, Simply Upon Your General Statement that it "Will Be Filled Just as it Should Be Done." "Pardon Me, but I Don't Know You—Others Have Told the Same Story and Made Me Skeptical."*

**It Is Done Rightly**

If we fill your prescriptions you will get just what the doctor ordered and it will be properly and accurately compounded, too. We never break faith with either the physician or the patient, first, as a matter of principle, and second, because it is never necessary. We have every drug and medicine prescribed in the vicinity, and our prescription department is provided with all necessary equipment. We give high grade service, but our prices are always reasonable. Let us fill your prescriptions. **POTTER'S PHARMACY.**

**For Pure Drugs**

Go to Van Name's  
**CITY DRUG STORE.**

*Rather Too Condensed.*

**Is Your Hair Thinning Out?**

Dandruff causes the ruin of many a handsome head of hair. Dandruff dries up the scalp, and eats away at the roots of the hair, so that it soon loses its healthy strength and begins to drop out. Then, when too late, we regret that we did not try to check the dandruff.

Magic Hair Tonic, 50c bottle. Is a splendid invigorator of the hair. It is not sticky—not greasy—not strong-scented—but is agreeable in every way. It will strengthen your hair and scalp, and will permanently cure dandruff! Sold here only. Save your hair! **SOUTH SIDE DRUG STORE.**

*A Well Written, Well Set, Business Bringing Ad. The Original Was Well Displayed in About Seven Inches of Single Column Width.*

**Free! Free! Free!**

On Saturday, March 4, in order to introduce our B. & L. Tooth Powder, we will give to every purchaser of a bottle an elegant Japanese present.

This powder is guaranteed to be pure, antiseptic, and will not injure the enamel.

The regular price of this powder is 25c, but on this day we will sell it for 15c and give a handsome Japanese present with each bottle.

**SILK CITY DRUG CO.**

*Premiums Are a Great Help in Getting a Specialty Going.*

**Tonic Elixir**

If overworked, tired, run down, unable to sleep and annoyed by a feeling of general debility, our Elixir of Iron, Quinine and Strychnine should relieve you.

Iron is a blood maker, quinine is an acknowledged specific for malaria, and strychnine in minute doses is a most excellent nerve tonic. This preparation is not a patent medicine, but made in our own laboratory, in conformity with the U. S. Pharmacopoeia, and approved by all the physicians. 75c, 50c, and 25c a bottle.

*Pharmaceutical Preparations Properly Pushed Prove Profitable.*

**Fresh Coughs**

The time to stop a cough is when it starts, before it can gather headway. Upham's Syrup of White Pine is a remedy that nips a cough in the bud. Start to take it when the first sneeze or sign of chilliness gives the alarm. It is best for new coughs and best for old coughs. Don't experiment—get Upham's Syrup of White Pine for all kinds of Coughs, Colds, Sore Throat, Hoarseness, Bronchitis, etc. Price 25c.

*Good.*

A Cloth Brush for 25c. (Worth 50c.) See them in the window at **FOWLER'S DRUG STORE,** 104 Main St.

*Any One Can Sell a "Cloth Brush for 25c" and Say it is Worth 50c. Tell Us Why it is a Bargain. Should Give Some Description of the Article, However Brief, and Meritorious Points Mentioned.*

**No Matter**

how skillful your doctor is or how well the medicine he prescribes suits your case, you cannot expect the best results unless his prescription is properly compounded. That's where Todd comes in. Otherwise you may go out.

*Todd should have omitted that last sentence.*

**Hair Insoles**

If you have tried them, you know.

If you suffer from cold feet, sore or tender feet, calloused feet, rheumatic pains or any other ills that your poor feet are heir to, you can find relief and solid comfort by wearing the "Happyfoot" Hygienic Hair Insoles.

10c pair; 8 pair 25c.

*"Hair Insoles Make Happy Feet," and Rough Roads "Easy Street."*

**A Cold Settled in the Back**

is quickly relieved by Cyrus Plaster. Apply it as soon as the pain appears and avoid dangerous complications, which might become incurable. Relief is always certain. Ask some of your friends, many of whom have used it and all recommend it.

Price 25c, 5 for \$1.00.

*A Good Back Plaster Makes a Splendid Specialty.*

It has remained for "a man by the name of Smith" to find in the liver of the noble cod something which Heyerdahl, Möller, et al, have altogether missed—Music—Listen! While Smith sings.

**C. C. Smith's Cod Liver Oil Pure and Emulsion**

Pure or Emulsion, Half Pint Bottles, 25 Cents.

" " " Full " " 50 "

If a cold you have taken,  
And it has not been shaken,  
And your chest is all aching,  
And your health is fast breaking,  
And you feel by compulsion,  
You should take C. C. SMITH'S  
Pure Cod Liver Oil or Emulsion,  
For ours is perfection  
We advise its selection,  
It will cure you up quickly  
If you're feeling quite sickly,  
It will not make you frisky  
Like quinine and bad whiskey.

**If You Can't Come, Telephone.****SAFETY.**

Every prescription dispensed by us is so carefully checked that mistakes are impossible either in compounding or delivery. Our stock of prescription drugs, chemicals and synthetic remedies is choice and fresh, enabling us to fill at once nearly every prescription written. In rare cases where we do not have the article ordered we immediately consult the prescribing physician. We positively will not take the responsibility of changing a prescription.

**Are You Wise on Hot Water Bottles?**

Do you know that many hot water bottles are flimsy affairs made merely to sell—leak quickly—no wearing qualities? Come and let us show you our line of really dependable ones—strong and well made, will outlive several of the ordinary ones.

**FRESH COUGHS**

The time to stop a cough is when it starts—before it can gather headway. Boulet's Cough Syrup is a remedy that nips a cough in the bud. Start to take it when the first sneeze or sign of chilliness gives the alarm. It is best for new coughs and for old coughs. Don't experiment—get Boulet's Cough Syrup for all kinds of coughs, colds, sore throat, hoarseness, bronchitis, etc. Price 25 cents.

**W. J. BOULET,**

**Prescription Druggist.**

*If you get it at Boulet's it's good.*

614 South Broadway.

*If you can't come, telephone.*

**Pointed Paragraphs About Prescriptions**

**NUMBER VI.**

**Checking**

There can be no mistakes, no errors with the effective checking system that we use to safeguard the prescriptions of our customers. Isn't the satisfaction of knowing that your prescription is right—to be free from all doubt and uncertainty, worth going out of your way to have it filled here?

**W. J. BOULET,**

**PRESCRIPTION DRUGGIST.**

**614 S. Broadway**

*If you get it at Boulet's it's good.*

### PROPRIETARY ASSOCIATION TAKES ACTION.

**Special Meeting Held in New York Behind Closed Doors—Members Urged to Cultivate More Friendly Relations with Retailers.**

A special call for a meeting of the Proprietary Association of America was sent out week before last and in response a goodly number of the members assembled at the Hotel Astor, New York, on Monday, December 4. Conspicuous among the fifty or sixty members who attended the first day's sitting were the representatives of firms which have been of late the target of attacks by special writers in magazines and newspapers, and this gave rise to the impression that attention was to be paid chiefly to means of offence, defence and rehabilitation. There was talk of disciplining members who had brought odium upon the association in consequence of exposures of their manufacturing methods, or of the fact that their products had been branded as whiskies by the Internal Revenue Department of the Federal Government, but little came of this, beyond a lecture by Attorney Douglass, of the association, who counselled the members to be more conservative in their advertising utterances and to see to it that the proportion of alcohol in their manufactures be lowered. He insisted, too, upon the necessity of manufacturers establishing closer and more friendly relations with the retail druggists of the country, whose local influence seemed to him to be of extreme importance to the well being of proprietary interests.

The gravity of the situation was reflected in the attitude of the principal members, who showed a hesitancy about discussing the business of the meeting with the representatives of the pharmaceutical press which looked like real fear. The meeting was held behind closed doors and reporters or members of the trade connected with the pharmaceutical press were rigidly excluded.

No programme of the meeting was available, and although the notice of the meeting, issued in the form of a call for a special meeting, stated as its object the discussion of matters of vital importance to the members, the association had not sat long before S. R. Beardsley, the Chairman of the Press Committee, took pains to remove the impression from the minds of the reporters that it was a "specially called meeting." He explained that it was the regular semi-annual gathering at which routine business only would be transacted.

#### THE FIRST DAY'S SITTING

was devoted principally to the drafting of resolutions bearing upon the attitude of the association toward questions connected with the manufacture and sale of the proprietary medicines which had been the subject of attack in the newspaper and magazine press. George L. Douglass, counsel to the association, made a long address to the members in which he endeavored to impress upon them the necessity of action in view of what he characterized as the present critical condition of affairs in the proprietary world. He reviewed some newspaper statistics regarding cases of death due to the misuse of proprietary medicines, particularly with regard to preparations containing narcotics, cocaine, etc., by which it was demonstrated that the deaths from carbolic acid poisoning far outnumbered those from any other poison. It was pointed out that out of the large number of proprietary medicines which are represented by the enemies of such compounds to be poisonous in their nature only six cases were reported, of which only five terminated fatally.

#### AT THE SECOND DAY'S SITTING

the resolutions drafted at the previous day's sitting were presented for adoption and passed. A. R. Beardsley, Chairman of the Press Committee, made several ineffectual efforts to get the association to authorize him to draw up for the use of the pharmaceutical press an official account of the transactions. Notwithstanding the fact that he was supported by several influential members who pointed out the wisdom of making the retail trade acquainted with the action taken by the association at this meeting, every time Mr. Beardsley pressed his motion it was sidetracked, and seeing that he was in danger

of getting himself generally disliked by persistency in pressing an unwelcome motion, he desisted.

#### RESOLUTIONS ADOPTED.

Through the courtesy of J. W. Kennedy, Chairman of the Committee on Legislation, we are enabled to print below the resolutions adopted:

*Resolved*, That this association thoroughly disapproves of any effort on the part of any person or firms, members of this association or not, to market as medicines any articles which are intended to be used as alcoholic beverages or in which the medication is insufficient to bring the preparation properly within the category of legitimate medicines.

*Resolved*, That the Legislative Committee be and is hereby instructed to earnestly advocate legislation which shall prevent the use of alcohol in proprietary medicines for internal use in excess of the amount necessary as a solvent and preservative.

*Resolved*, That the Legislative Committee be also instructed to continue its efforts in behalf of legislation for the strictest regulation of the sale of cocaine and other narcotics and poisons or medicinal preparations containing the same.

*Resolved*, That this association urges upon its members the most careful scrutiny of the character of their advertising and of claims for the efficacy of their various prescriptions, avoiding all over statements.

It was learned that two firms occupying a high position in the proprietary manufacturing field who had become dissatisfied with the policy of the association in the recent past had tendered their resignations, and one firm in membership, a Western concern, which had been denied the use of the mails by the postal authorities, had been asked to resign. The firms which resigned voluntarily are understood to be Fairchild Bros. & Foster, New York, and the Mellen's Food Company, Boston.

### LODER WINS HIS SUIT.

**Damages Awarded of \$20,738—Motion for a New Trial Made Promptly—Exceptions Taken to the Rulings by Both Sides—Appeal Will Be Taken to the Higher Court.**

(From our Regular Correspondent.)

Philadelphia, December 4.—On November 25 the jury in the case of C. G. A. Loder against the Philadelphia Retail Druggists' Association *et al* returned a verdict in favor of the plaintiff for \$20,738. If this verdict stands it means that Mr. Loder will ultimately recover under the Sherman act \$62,214, or three times the actual damages awarded by the jury.

The case was tried before Judge James B. Holland, in the United States Circuit Court of the Eastern District of Pennsylvania.

Following is the list of defendants against whom the verdict was rendered.

Ashenbach & Miller, Shoemaker & Bush, Robert Shoemaker & Co., the Smith, Kline & French Company, Valentine H. Smith & Co., Henry K. Wampole & Co., Hance Brothers & White, the H. K. Mulford Company, W. R. Warner & Co., Thomas H. Potts, William L. Cliffe, William E. Lee, David J. Reese, George W. Fehr, Carl W. Shull, Nathan A. Cozens, Augustus T. Pollard, Henry C. Blair, William H. Gano, Alexander H. Frankeberger, Charles Leedom, Richard H. Lackey, Henry A. Nolte, Walter A. Rumsey, James C. Perry, E. C. Bottume, Warren H. Poley, Henry A. Borell and Charles A. Eckels.

In the case of D. W. Jayne & Co. and J. W. Campion & Co., Judge Holland instructed the jury that they were not to be considered as defendants, inasmuch as no evidence had been presented connecting either firm with any combination that there might have been.

#### A MOTION FOR A NEW TRIAL.

On December 1 twelve reasons in support of a new trial were filed in the United States Circuit Court by John G. Johnson, counsel for the defendants.

#### THE CHARGE OF THE COURT.

Judge Holland, in charging the jury, reviewed the history

of the case, which is already familiar to our readers, a full summary of the testimony having appeared in our last issue. The suit was brought under the Sherman act, which became a law on July 2, 1890. The provisions of the act which are concerned in this case are as follows:

Section 1. Every contract, combination in the form of trust or otherwise, or conspiracy in restraint of trade, or commerce among the several States or with foreign nations, is hereby declared to be illegal. Every person who shall make any such contract or engage in such combination or conspiracy shall be deemed guilty of a misdemeanor, and on conviction thereof shall be punished by fine not exceeding \$5,000 or by imprisonment not exceeding one year, or by both said punishments, in the discretion of the court.

Section 2. Every person who shall monopolize or attempt to monopolize or combine or conspire with any other person or persons, to monopolize any part of the trade or commerce among the several States or with foreign nations shall be deemed guilty of a misdemeanor, and on conviction thereof shall be punished by fine not exceeding one year, or by both said punishments, in the discretion of the court.

Section 7. Any person who shall be injured in his business or property by any other person or corporation by reason of anything forbidden or declared to be unlawful by this act may sue therefor in any Circuit Court of the United States in the district in which the defendant resides or is found, without respect to the amount in controversy, and shall recover threefold the damages by him sustained and the costs of suit, including a reasonable attorney's fee.

The judge pointed out that the first question for the jury to consider in this case was whether or not the defendants, or any of them, were at the time of the institution of this suit, and prior thereto, engaged or took part in a contract, combination or conspiracy for the purpose of monopolizing, or attempting to monopolize, trade or commerce among the several States, or in restraint of such trade or commerce.

The second question was, if these defendants, or any of them, were so engaged, did it result to the injury of the plaintiff in this case, and if so to what extent?

It was claimed by the plaintiff that the three associations, parties to the suit—namely, the National Wholesale Druggists' Association, the National Association of Retail Druggists and the Proprietary Association of America—had unlawfully combined to arbitrarily fix and regulate the price of proprietary remedies. It is claimed and evidence was offered to prove that retailers who failed to adhere to certain schedules of prices were disciplined and that manufacturers and wholesalers who dealt with such retailers were in their turn disciplined by the combined action of the three associations.

#### THE RIGHTS OF PROPRIETORS.

In reference to the rights of proprietors to fix prices on their products Judge Holland said:

It is true, as claimed by the defendants, that any proprietor of a patent medicine, or goods such as those involved in this suit, has a right to sell his goods or refuse to sell them to whomsoever he may see fit, and he may lawfully say who shall handle his goods at wholesale, and upon what conditions the wholesaler may dispose of them to the retailer, and prescribe the conditions upon which the retailer shall sell them to the consumer, and in case of any violation of his agreement by either the wholesaler or retailer the proprietor has a lawful right to refuse to sell his goods in the future to either. And so the wholesaler has the lawful right to purchase, or refuse to purchase, goods from a proprietor, or to sell, or refuse to sell to a retailer, and the wholesaler or proprietor has a lawful right to refuse to sell to a retailer who he finds is cutting the prices below what either of them contracted with the retailer to sell the goods at. So also has the retailer the right to fix for himself a schedule of minimum prices, as high as he may choose, at which he will sell his drugs at retail, and he may lawfully refuse to sell the same for any less. He may also lawfully refuse to purchase any goods, proprietary or otherwise, from a proprietor or wholesaler who offends him in their manner of dealing with his competitors, or for any other reason that concerns himself. Any or all of these dealers in this class of goods throughout the United States have a right to join and belong to the various associations to which they belong in order to raise the standard of efficiency and honesty in the transaction of this kind of commerce. But while the members of these associations have a right to transact their business as they may deem best for the promotion of their own interests, and join such an association as will aid them in that business legitimately conducted, they have no right, either by express written agreement or by concerted action to say to any other person engaged in the retail drug business that you must sell to the consumer at a certain figure agreed upon by a consensus of opinion by the druggists of your locality, and if you do not you will be placed upon the aggressive cutters' list, and so far as able we will prevent you from purchasing goods from the wholesalers and proprietors throughout the United States; and to say to a wholesaler or proprietor that unless you cease selling to an aggressive cutter, who has refused to comply with our demands to sell his goods to the consumer at a minimum price list fixed by the consensus of opinion in the locality in which he sells, we will refuse in the future to purchase any goods from you until you comply with our demands. In other words, any individual engaged in the drug business may buy from and sell to whom he pleases, and to refuse to buy or sell or in any manner have commercial intercourse with any other dealer in the drug trade that he may refuse to deal with. He may join one or all of the associations mentioned in this suit, and he may himself reason with his customers as to the best method of doing a profitable business, and act as he may see fit after such discussion, but he cannot combine with others in the drug trade for the purpose of adopting a plan by which other members engaged in this business are coerced and compelled to conduct their business on principles contrary to their free and untrammelled selection.

#### THE CHARGE PROPOSED BY THE DEFENSE.

The defendants asked the Judge to instruct the jury as follows:

(1) It is your duty to find the facts, and you must give a verdict in favor of the defendants if you find that there was no agreement or combination between them other than what is embodied in the following statement: "If there were three organizations, one, unincorporated, known as the Proprietary Association of America, composed principally of persons who manufactured medicine and other articles, under secret prescriptions, or who sold products manufactured by them respectively under respective trade names and trademarks; another, also unincorporated, known as the National Wholesale Druggists' Association, composed of wholesale dealers of such articles, who bought from the manufacturers thereof and who sold at retail; and the third, a corporation known as the National Association of Retail Druggists, composed of local organizations of retail druggists, some incorporated, and others unincorporated. If the Proprietary Association, neither under its charter or by-law or by virtue of any agreement or arrangement, undertook to fix or did fix, maintain or regulate the prices of goods manufactured by its different members or the terms of their contracts, or obliged them to fix, maintain or regulate prices or terms of contract, and if each member, despite the Association, was at liberty without violating any agreement or understanding, to fix and regulate his own prices, terms of sale and contracts. If each member of the Proprietary Association did fix his own prices and terms of sale and contracts without any agreement with or compulsion by his associates or his association. If members of said Proprietary Association, each acting for himself, sold his manufactured product under what is known as the tripartite plan or contract, which contract provided that no wholesale dealer should sell his goods to an aggressive cutter, or at less than the price designated in such contract. If there had been a resolution of the National Association of Retail Druggists requesting the manufacturers of pharmaceutical and other preparations, other than proprietary preparations, not to sell any of their manufactured products to aggressive cutters without any action thereon by the Proprietary Association and without any other action thereon by the National Wholesale Druggists' Association, saving that embodied in the resolution alleged to have been passed to that effect on September 10, 1908, at Boston.

If there was thereafter an agreement, each acting for himself, by some of the manufacturers of such pharmaceutical preparations not to sell to aggressive cutters, which agreement was made at the request of the National Retail and of the National Wholesale Druggists' Associations. If there was an individual expression by each wholesaler, given at the request of the National Association of Retail Druggists, and of their local associations, to the effect that his policy would be not to sell any of his goods to such aggressive cutters. If after such agreement by manufacturers of pharmaceutical preparations and such expression of opinion by wholesalers the manufacturers so agreeing and the wholesaler so expressing himself, refused to sell, in the one case, his manufactured product, and in the other, goods, to such aggressive cutter. If neither this agreement nor this expression of opinion was the result of any resolution, agreement or arrangement by either the Proprietary Association of America or by the National Wholesale Druggists' Association. If the action of the wholesaler resulted from his desire to secure the custom and business goodwill of said retailers' association and retailers, and if the purpose of the retail association and of the retailers was to prevent their competitor, the aggressive cutter, from obtaining his goods and underselling them. If the Wholesale Druggists' Association, the National Association of Retail Druggists, and the Philadelphia Association of Retail Druggists, one or all acting upon the desire and with the intent to further their respective business interests, requested each of the various manufacturers of proprietary medicines manufactured under trade secrets to enter into a contract in the form of that known as the tripartite contract for the sale of his manufactured products, and because of his business judgment, and if each proprietor acceded to the request individually, not as a member of the association, and individually adopted such form of contract. If the National Wholesale Druggists' Association, the National Association of Retail Druggists and the local associations give information to each proprietor from time to time of violations of said tripartite contract, and if plaintiff was put upon the aggressive cutters' lists because he was an aggressive cutter, as the result of information received by the National Wholesale Druggists' Association, or the National Association of Retail Druggists, or the Philadelphia Association of Retail Druggists, and if thereafter he was refused sales by the proprietors who had entered into such tripartite contract because of his being on said list, and he was refused sales of their respective manufactured products by the various manufacturers of pharmaceutical preparations, acting individually, because he was on such list, and if he was refused sales by wholesalers of goods not sold under the tripartite plan, only for the reasons above set forth—if you find the facts as thus stated, you must find in favor of the defendants."

The Judge declined to instruct the jury as proposed above, saying: "This point is denied." It will be observed that the point in question covers the essential elements of the tripartite plan, though in affirming point No. 7 as proposed by the defense the Judge apparently contradicts himself, as will be seen by comparing the two "points." Point No. 7 as proposed by the defense follows:

(7) Your verdict must be for the defendants if you find that there was no combination or agreement between the members of the Proprietary Association of America as to the prices at which their goods were to be sold, or as to the terms upon which sales were to be made, but that each proprietor fixed his own prices and terms of sale without any agreement or combination with the other members of his association, even though you find that by schedules prepared by local associations of retail druggists minimum prices were fixed in their respective localities, less than the ordinary retail prices of each proprietor, and even though you find each proprietor was willing his medicines should be sold as low as said minimum prices, without subjecting the person selling to be considered an aggressive cutter under this tripartite contract.

As stated above this point was assented to by the Judge, though in apparent contradiction, to some portions at least, of point No. 1.

## EMASCULATION OF THE TRIPARTITE PLAN.

Point No. 8 as proposed by the defense specifically defines the tripartite plan and its method of operation. This point follows:

## DEFINITION OF THE TRIPARTITE PLAN.

If you find that all that was done by the National Wholesale Druggists' Association, and its members, in the way of an agreement not to sell to aggressive cutters, was embodied in tripartite contracts, such as those referred to hereinbefore, under which they were selling goods, and that all that was done by the wholesalers, who are defendants, was in the way of the expression by each individually of his policy, not to sell the aggressive cutters, given to retail dealers, or retail associations, and if you find that such promise was made in each case by the individual, not as a member of an association, but because the persons to whom he promised were competitors of such aggressive cutters, and because of his desire to secure their trade, which he feared might otherwise be prejudiced, your verdict must be in favor of said wholesale dealer defendant.

"This, gentlemen of the jury," said the Judge, "is true, if the tripartite contract referred to therein does not involve the requirements of the tripartite contract set forth in the Resolution of the N. W. D. A., held at Chicago, 1900. That tripartite plan is as follows":

This is the designation given to the plan that is earnestly urged and supported by both the National Wholesale Druggists' Association of the National Association of Retail Druggists. It has also been recommended to its members by the Proprietary Association of America. On pages 5, 6 and 7 is given a complete list of all the proprietors who have adopted this plan up to date. An asterisk is also placed opposite the names of such proprietors where their schedules are printed. Each of said proprietors has individually stated he will confine his sales at best prices strictly to a uniform list of jobbers, whom he has selected as his distributing agents, and that his wholesale agents must not sell his goods at any price to aggressive cutters or brokers, either directly or indirectly. The penalty prescribed by each proprietor for the violation of his terms in this or any respect is his refusal to longer supply his goods to any jobber who may be found guilty of such violation. These conditions of the proprietors make it absolutely necessary for each jobber to consult the list of cutters before filling orders, and to decline to sell tripartite goods to any party on said list, to any broker or to any one who may supply such cutters or brokers. The following are the conditions required of jobbers and retailers by the tripartite proprietors, in return for the restriction of their sales at best prices to the recognized list of jobbers:

(1) Jobbers, through their salesmen, to refrain from running down proprietary goods, and to give instructions to sell what is called for, without reference to any particular article which may happen to pay a higher profit.

(2) Jobbers to refrain from asking any further discounts than those at present allowed.

(3) Each jobber, for himself, to discontinue his nonsecret department.

(4) Jobbers to refrain from selling proprietary preparations at any price, either directly or indirectly, to aggressive cutters and brokers or to any parties supplying aggressive cutters and brokers.

(5) Retailers not to substitute when standard proprietary articles are called for, but in each case to give the customer what is asked for without argument. The aggressive cutter is defined as the dealer who is designated as such by not less than seventy-five per cent. of the local retail druggists, and the definition of the term nonsecret is a preparation made for or by a dealer to be offered when a proprietary article of like nature is called for. The list of aggressive cutters, etc., is sent to jobbers and proprietors for their information by Thomas V. Wooten, Secretary of the N. A. R. D., whose office is located at 153 La Salle Street, Chicago, Ill. The recognized list of jobbers is furnished to proprietors for their information by the chairman of the Proprietary Committee of the N. W. D. A.

"It appears," said the Judge, "that was the tripartite plan that was recommended and adopted in 1900. If that is the tripartite plan referred to in this point, it is not affirmed. If, however, the tripartite plan involves only what was later set out as to that plan and did not include the requirements that certain actions should be taken by the association and members by which information could be furnished to others, by which they could coerce others in the trade to act contrary to their own free will and accord, it [point No. 8] would be true."

## THE RIGHT OF PROPRIETORS UNEQUIVOCALLY CONCEDED.

The Judge gave his assent to the following point (No. 10) setting forth the rights of proprietors:

(10) The manufacturer of a proprietary medicine or food, manufactured under a trade secret or trademark, to which such manufacturer has given value by advertisement and personal efforts, has a right to prescribe a price of his product and to bind purchasers from him not to sell the same at a less price, or to resell to such persons as shall be by him designated. It is the duty of all purchasers of goods from such manufacturer under such circumstances to carry out his contract. The manufacturer subjects himself to no liability to persons to whom he refuses to sell, whether his reasons therefore be good or purely capricious.

In the next point (No. 11) to which the Judge assented, the statement is set forth that the manufacturer is entitled to prescribe as one of the terms of the sale to others, of his manufactured produce, that they shall not resell the goods purchased from him to persons who have aggressively cut prices of such, or similar goods, or who sell to such aggressive cut-

ters. He exposes himself to no liability for damages by reason of his thus not selling or refusing to sell to such aggressive cutters, or to such persons dealing with them. The Judge concurred in the ruling that if the wholesale dealer, believing that by selling goods to an aggressive cutter he will diminish his trade with competitors of such aggressive cutter, or that such competitors will not be interested in favoring and promoting his interests, refused to sell to aggressive cutters because thus actuated, he does not expose himself by reason thereof to any liability for damages. He also agreed to the following point:

(15) Though you find that each one of the various wholesale dealers, defendants in this case, individually because of an appeal to each, made by retail dealers, that he would agree not to sell to aggressive cutters competing with them and underselling them, did manifest his unwillingness to sell to such aggressive cutters and did so to refuse because of his desire to promote his business interest and to prevent a loss of trade, he did not, by virtue of such conduct, do anything violative of the laws of the United States or expose himself to liability to pay damages.

This is true.

The rulings made by the Judge as to the tripartite plan differentiate between the plan as laid down in 1901 and a tripartite plan as defined by the defense, consisting simply of a plan which was simply entered into by the proprietor fixing his prices, saying to whom his goods shall be sold and at what prices, and does not involve the performance of any other duty, or connect him with any other plan for the purpose of coercing others. It was left to the jury to decide which was really the plan operated under.

Mr. Johnson, the attorney for the defense, took exception to the charge of the court generally and also in several specific details. Mr. Scott, the attorney for the prosecution, made note of an exception to the ruling of the court in striking *Campion & Co.* from the list of defendants and also some other details in the charge. In conclusion, the Judge instructed the jury to find what actual damages, if any, had been suffered by the plaintiff. The counsel for the H. K. Mulford Company took exception to the ruling of the court in refusing to instruct the jury to render a verdict for the H. K. Mulford Company.

The case then went to the jury and after two hours' deliberation a verdict was rendered awarding damages in the amount of \$20,738, as above stated.

## LOCAL RESULTS OF THE LODER SUIT.

A Wide Open Market—A Cut to a Finish—Retailers Present Their Side to the Public.

(From our Regular Correspondent.)

Philadelphia, December 5.—The Loder suit has stirred up a hornet's nest in retail drug circles in this city. Previous to the jury giving Mr. Loder a verdict of \$20,738 there were only about two retail drug cutters in this city. George B. Evans, who is the father of cut rate druggists in Philadelphia, had for some time past been working in harmony with the local retail association, but now there is a change, and it is likely that there will be cutters all over the city. It is understood that a determined effort is to be made to give Mr. Loder a dose of his own medicine, and this is to be done through the house of George B. Evans & Co. This house is going back to its old system of selling proprietary medicines at a less price than any other drug store in the city. It is well known that Mr. Evans has the financial backing as well as the facilities to undersell any other druggist in this city. It is estimated that Mr. Evans can sell patent medicines at 25 per cent. below their cost and be a big winner at the end.

## MORE SUITS MAY FOLLOW.

It is said that more suits are to follow this of Mr. Loder's, and he will bring another suit claiming damages from the time the former suit was brought until the verdict was rendered. There is also a rumor that Jacob Brothers, who have a drug store on Chestnut street above Tenth, will take similar steps to those adopted by Mr. Loder.

## ALL RESTRICTIONS REMOVED.

There is no trouble experienced by the retailers at this time in getting all the drugs and proprietary articles they desire. The leading wholesale drug houses have united in a circular announcing that they are now ready to sell such goods as the druggists desire. These circulars have been sent broadcast and it is thought that it will not be long before there will be cutters all over the city. The officers of the Philadelphia Retail Drug Association have been given instructions how to go about their work without infringing the law. Many of the wholesale druggists, as well as some of the leading retailers, censure the officers of the association for the manner in which they conducted the boycott against such houses as would not agree to live up to the prices set by the association.

## MR. LODER'S GOLD IS GOOD.

Shortly after the rendering of the verdict in the Loder suit Mr. Loder, accompanied by his attorney and a large bag containing gold five and ten dollar pieces, visited several of the wholesale houses and gave orders for goods. In all cases he met with no opposition, and such articles as the druggists had he was supplied with, he paying for the same in gold. Mr. Loder stated that he had letters from the manufacturers of proprietary articles stating that they were willing to supply him with goods. The head of one large wholesale house said: "You bring those letters and then we will write to the manufacturers and find out what their views are in regard to selling their goods to you. Then we will act accordingly."

## THE RETAILERS' POINT OF VIEW.

Thomas H. Potts, president of the Philadelphia Retail Drug Association, denies that his association pursued trust methods in bringing about an agreement between the retail druggists for a change in prices of proprietary medicines. He issued a statement under authority from the association which was submitted at the regular monthly meeting of the association on December 1. There was much indignation expressed over the fact that the Philadelphia retailers were represented as being parties to the drug trust. It is in denial of such assertion that President Potts was authorized to issue an open letter, which reads as follows:

The Philadelphia retail druggists have been grossly misrepresented in the reports of the Loder case. Our Retail Druggists' Association is no trust. If there is a trust, it is a trust of the aggressive cutters, who are endeavoring to monopolize the drug business of the city by driving members of the retailers' association out of business. The fact is that the city is saved from a monopolistic cutters' trust only by the united stand of independent retailers.

## TO FIGHT SUBSTITUTION.

The true relative merits of our business methods and of the methods of the aggressive cutters can best be shown by the way in which each handles the proprietary remedies around which the Loder case was built. The expenses of a retail druggist are 20 per cent of his gross receipts. With less than 20 per cent profit a retailer can carry no goods without loss unless he resorts to substitution. One of the main objects of our retailers' association is to eliminate trade abuses, and one of the main trade abuses we fight is substitution. Substitution can only be fought by maintaining business principles based on honest, equitable profits. Therefore members of our retailers' association, pledged to a square deal without substitution, are carrying the proprietary remedies at prices meeting their expenses, and they continue this profitless part of their business only for the accommodation of the public in the same way as they carry stamps and telephone calls.

## THE ROLE OF THE CUTTER.

The aggressive cutter, on the other hand, carries proprietary remedies at a loss only for advertisement. But when a customer calls for the advertised article the cutter invariably persuades the customer to take a substitute at 50 cents instead of the proprietary article selling cut rate at 60 cents, and therein lies the art of cutting, because the cutter makes a greater profit on his substitute at 50 cents than he would if he sold the proprietary article at 75 cents instead of 60 cents as he advertises it. And here, too, lies the injustice of the matter, because the proprietary article is widely advertised by the

proprietor at no expense to the cutter, who, through the popularity of the proprietary article, attracts customers for his own substitute.

Mr. Loder has used demoralizing cut prices as an advertisement for his own products.

All cutters thereby increase their business unjustly at the expense of the remedy proprietors, at the expense of the public and at the expense of other retailers, who are unjustly represented as robbers because they maintain prices that enable them to avoid the abuse of substitution and barely save them from actual loss in accommodating the public.

## NEW YORK RETAILERS IN AN ANGRY MOOD.

## N. A. R. D. Movement at a Standstill Here—Jobbers Blamed and Proprietors Warned—Review of the Situation.

What is admitted to be a very critical situation has developed in connection with the movement for price regulation inaugurated by the Metropolitan Association of Retail Druggists, under the auspices of the N. A. R. D., in this city, and it is no exaggeration to say that the movement is practically at a standstill, with no likelihood of further progress until the present difficulties are adjusted. Responsibility for this unwelcome and unexpected state of affairs is openly laid at the door of the jobbers, and the primary cause of the trouble is the so-called jobbers' agreement which took effect on November 1, whereby discounts to retailers were abolished or reduced. When that agreement or understanding was announced it was made to appear as a move on the part of wholesalers to stop irregularities in the matter of discounts, excessive rebates, etc., and to put all retail interests on an equal footing in this respect. It is now charged that the agreement is nothing more or less than an attempt by jobbers to check, if not upset, the Direct Contract Serial Numbering Plan, and to revive the old tripartite plan, which was abandoned by the N. A. R. D. some time ago, but which, it is claimed, still appeals more favorably to wholesale interests than does the direct contract plan, notwithstanding their formal and professed allegiance to the latter, to say nothing of the decision in the Loder suit, which it is admitted bears heavily on the tripartite agreement. Furthermore, M. A. R. D. interests assert that the real policy of the N. A. R. D. has been misrepresented by certain interests representing the National Wholesale Druggists' Association for the purpose of winning proprietors' support to the obsolete tripartite agreement. The old controversy over the status of co-operative buying clubs among retailers, which was supposed to have been settled, has again come to life, and to down such clubs or curb their operations is declared to be one of the motives back of the jobbers' movement.

## DISCUSSED AT THE METROPOLITAN MEETING.

This whole situation was freely discussed at a rather stormy session of the General Committee of the M. A. R. D., held last Monday afternoon at Allaire's, Third avenue and Eighteenth street. The meeting was well attended and the Peruna, Piso and Bromo-Laxative Quinine representatives were in attendance. The meeting was held in executive session, but enough has been learned from reliable sources to warrant the statement that great dissatisfaction exists in the ranks of the M. A. R. D. and that only prompt and decisive action by the Executive Committee of the National Association of Retail Druggists will relieve the situation here. The whole movement in this city and section, according to prominent representatives of the M. A. R. D., has suffered greatly because of this trouble. Within the past week or so the two organizers employed by the local association have been able to collect but a trifling sum. As a result of the disclosures made at last Monday's meeting the secretary was instructed to place the whole situation clearly before the National Executive Committee of the N. A. R. D., with the request that that body immediately and in a way that cannot be misunderstood define the attitude of the National Association in this matter and the policy that it intends to pursue.

The issue is thus sharply defined between the jobbers on the one hand and the N. A. R. D. on the other. The National



Executive Committee's reply is most anxiously awaited by officials and other members of the M. A. R. D., for upon that reply depends in a very large measure the future of the local branch of the national organization.

#### DEMORALIZATION CAUSED BY JOBBERS.

A well-known representative of the M. A. R. D., who attended Monday's meeting and took part in its deliberations, discussed the situation freely with a representative of the AMERICAN DRUGGIST. It is quite evident that the session was a lively one and that those who are responsible for present conditions were dealt with unsparingly. He said: "Owing to the nature of the matters we were obliged unfortunately to consider, there was a very free and somewhat heated discussion. The reports from the chairmen of the various districts were not satisfactory; the progress made recently has been slow, due probably to the fact that considerable old stock is still in the hands of the large dealers. Violations, however, are gradually being run down and the agents who have been caught violating their contracts have had their contracts canceled by the manufacturers who have been co-operating with us. The Peruna Company now has several cases pending against cutters, principally department stores, and the Piso and Bromo-Laxative people are also active. It takes time to run down all violations, but we were making progress along lines that would have brought us to success ultimately, when the jobbers, by their agreement of November 1, utterly demoralized the situation here and seriously impaired the strength of the M. A. R. D. to the extent of causing much dissatisfaction among retailers who have joined the direct contract movement and of weakening their faith and confidence in the same.

"Retailers who joined the M. A. R. D. and paid their money to help bring about better conditions on proprietary medicines did so in the belief and on representations that better prices would be secured by the adoption and enforcement of the Direct Contract Serial Numbering Plan. Just as this system was getting a good foothold here in New York the jobbers got together and abolished the discounts that retailers had been receiving. The increased profits resulting from the direct contract system do not offset the loss in discounts. Furthermore, the jobbers, while squeezing the average retailer on rebate goods, at the same time are granting concessions to the big cutters.

#### AGAIN THE QUESTION OF BUYING CLUBS.

"The retailers' buying clubs are still a thorn in the side of the wholesalers, and it is a part of their movement to prevail upon proprietors not to recognize such concerns or to sell to them direct—in other words, the jobbers are assuming the right to dictate whether any other interests besides themselves shall carry on a wholesale business. Such a position is obviously untenable.

#### RESTIVE RETAILERS.

"Under present conditions retail druggists in this city who are supporting the M. A. R. D. movement are practically paying for the privilege of not only being 'done' by the jobbers, but of seeing the big cutters enjoy concessions that they themselves cannot get. So far as the proprietors are concerned, I believe it behooves them to look after the interests of retailers. They ought to know by this time that the Direct Contract Serial Numbering Plan is the only plan that will bring about the results desired, and that it is the only plan that has stood the tests of the courts. The proprietors should also bear in mind these facts: It has been fully demonstrated that the direct contract system is practicable; it can be and is being enforced. Retailers are prepared to co-operate with the proprietors in this plan and have proven that they are ready for it by the large number of contracts they have signed. They believe thoroughly in the efficacy of that plan, and even the big cutters who are prominently identified with the newly formed American Druggists' Syndicate have formally indorsed it, for all the goods of that syndicate will be marketed under a form of the direct contract and serial numbering system. These goods will be similar to 'patents' now on the market, and if the proprietors do not do the square thing with retailers in standing by them in this crisis it would not be surprising to

see retailers take hold of the new remedies at the expense of the old line patents. It would be well for proprietors to give this phase of the situation serious thought.

"Just what the outcome of this crisis will be is hard to predict. Certainly some action must be taken at once by the National Executive Committee to correct the misrepresentations made by a representative of the N. W. D. A. with regard to the old tripartite agreement."

#### ONE BUYING CLUB ON THE CUT-OFF LIST AND OTHERS TO JOIN IT.

It developed at the meeting that the Brooklyn Consolidated Drug Company has been put on the cut-off list on some goods, and that similar efforts are being made against the Philadelphia and Washington buying clubs.

#### STATEMENTS BY MANUFACTURERS.

Communications from the Peruna, Piso and Paris medicine companies were read by Secretary Swann, which, in substance, showed that violations were gradually but successfully being run down.

Lee M. Evans, the Peruna representative, said in speaking of department stores that this company now refuses to sell to any but signers of the contract; the company's early policy toward department stores was admitted to be a mistake, which the company was now trying to rectify; the Peruna company now has five or six suits pending against department stores. Both W. A. Talbott, president of the Piso Company, and Mr. Clarke, of the Paris Medicine Company, gave assurance of their firm's sincerity and determination to prosecute all violations of their contracts.

#### CANADIAN NEWS NOTES.

(From our Regular Correspondent.)

Toronto, December 5.—The semiannual meeting of the Ontario College of Pharmacy opened yesterday at the college in this city. The principal question under discussion is the proposal to enlarge the present college building or to sell the site and erect a new building in or near the Queen's Park. It is altogether likely that the proposition will be negatived, as the special committee to whom the question was referred at the last meeting have reported against any action at present, on the ground that the necessity for increased accommodation on account of overcrowding no longer exists. There has been a considerable falling off in the number of pharmacy students, owing to the raising of the matriculation standard.

The Canadian Government is considering the advisability of taking action in regard to patent medicines containing a large proportion of alcohol similar to that adopted by the Internal Revenue Department of the United States. It is probable that some steps will be adopted so as to impose a tax on such medicines such as is now levied on spirits.

A meeting of the members of the new wholesale drug merger will be held at Montreal on the 7th inst., when they will elect officials and settle many details of their policy. Another large wholesale drug company has applied for a charter of incorporation, in connection with which the names of several prominent Montreal men are mentioned.

R. T. Shillington & Co., druggists, Ottawa, have sold out to Allen & Cochrane.

W. H. French, of Wolsely, Sask., has disposed of his drug business to H. H. Mitchell.

Damase Jolicœur, druggist, of Quebec, died recently.

#### Druggists as Bankers.

The Bank of America, which was opened for business December 4, is distinguished by numbering a strong drug delegation among its directors. Among the members of the board are: J. V. Pierce, who for the past 20 years was in the credit department of Fuller & Fuller; C. F. Sorrow, who in former years conducted a retail drug store; L. A. Becker, founder and head of the L. A. Becker Company, maker of the Twentieth Century soda fountains, and Alex. Harris, who has been long identified with the firm of Johnson & Johnson.

The new bank is launched under the most favorable auspices and will no doubt soon take rank among the leading moneyed institutions of the Windy City by the inland sea.

### Obituary.

Charles C. Goodwin, of the Eastern Drug Company, died at his home in Lexington, Mass., November 27. He had been ill for some time, but the end came unexpectedly. Mr. Goodwin was born in Lowell in 1839. At the age of ten he moved to Charlestown and shortly after to Lexington. His father was George C. Goodwin, the founder of the firm of George C. Goodwin & Co., for many years located in Hanover street.

Charles C. Goodwin was graduated at the Lexington High School and entered his father's store when 18 years old. He became the head of the firm upon the death of his father in 1869, and continued to carry on the business until the formation of the Eastern Drug Company in 1900, of which his house was a constituent part. He was made president of the new concern and held that office at the time of his death. He was also vice-president of the N. W. D. A. He was a member of the Boston Druggists' Association and at one time its treasurer. Resolutions upon his death were adopted at the November meeting of this organization. Mr. Goodwin was a member of Simon W. Robinson Lodge, F. and A. M., Menotomy Royal Arch Chapter, and De Molay Commandery, Knights Templar. He was also a member of the Ancient and Honorable Artillery Company. He was interested in musical matters, being a member of the Old Boylston Singing Club and of the Beethoven Orchestra, of Lexington. He was very prominently identified with the work of the Hancock Congregational Church, of Lexington, from its organization. He sang in the choir. Mr. Goodwin married, October, 1862, Alice Dodge Phelps, of Lex-



CHARLES C. GOODWIN.

ington, who survives him, together with three children. The funeral was held at Lexington on November 29 and was largely attended by druggists from Boston.



LUTHER F. STEVENS, PH.G.

Luther Fuller Stevens, who died at his home in Brooklyn, N. Y., on Friday, December 1, was born on July 12, 1846, in Elbridge, Onondaga County, N. Y., and was thus in his fifty-ninth year. He commenced drug store life when 20 years old with the late F. T. Whiting, of Great Barrington, Mass., in 1866, having taken the academy course then given by the State of New York in technics, chemistry and engineering, with two winters at Cooper Union night classes. For years Mr. Stevens had been a prominent figure in the pharmaceutical affairs of the metropolitan district, maintaining his residence in Brooklyn. He was one of the active workers on the original committee for the drafting of the National Formulary, having represented the New York State Pharmaceutical Association for two years in that body. He was one of those who assisted Professor Bedford in organizing the State Pharmaceutical Association, and was one of the organizers of the preliminary work by the Kings County Pharmaceutical Society in its yearly lectures, which led to the establishment of the Brooklyn College of Pharmacy. He was the author of many excellent contributions to pharmaceutical literature. The deceased possessed a good knowledge of mining engineering and was, perhaps, the first white discoverer of the Venezuelan gold mines which have caused so many international difficulties. In 1868 he went to Venezuela with his father and followed up the Indians who brought nuggets of gold from the secret mines in the mountains, and in that way located them. Notwithstanding his important discovery, Mr. Stevens did not realize a fortune on it. He returned to Brooklyn and engaged in business at Court street and Atlantic avenue. Mr. Stevens was unmarried. Services were held at 195 Halsey street, Brooklyn, on Sunday, December 3, and were attended by a representative of the Kings County Pharmaceutical Society, which sent a floral wreath.

JOHN T. FRENCH.

John T. French, M.D., died at Winchester, Massachusetts, on November 18. He was born in Lowell 44 years ago. For many years he represented Gilman Bros. on the road and he had a wide circle of acquaintances in the drug trade. He was a lecturer in the medical school of Tufts College. About seven years ago Dr. French located in Winchester, where he later became a member of the Board of Health. He is survived by a widow.

#### DIED.

BOND.—In Denver, Col., last month, Stephen Bond.

CORCORAN.—In Fort Wayne, Ind., on Sunday, November 26, Owen Corcoran, in the fifty-first year of his age.

EDGAR.—In Hot Springs, Ark., on Sunday, November 26, William H. Edgar, in the forty-first year of his age.

**EICHRODT.**—In New York City, on Monday, November 20, Charles Eichrodt.

**GOODWIN.**—In Lexington, Mass., on Tuesday, November 28, Charles Clinton Goodwin, in the sixty-eighth year of his age.

**HUBBARD.**—In Syracuse, N. Y., on Wednesday, November 22, Charles Hubbard, in the sixty-seventh year of his age.

**PRISON.**—In Lock Haven, Pa., on Saturday, December 2, Adolph Prieson, in the seventy-fourth year of his age.

**STEVENS.**—In Brooklyn, N. Y., on Friday, December 1, Luther Fuller Stevens, in the fifty-ninth year of his age.

**WATT.**—In Chicago, Ill., last month, Edward G. Watt.

**ZEIGLER.**—In Chester, Pa., on Wednesday, November 28, Henry Zeigler, in the forty-fifth year of his age.

### Greater New York News.

The seventy-sixth session of the New York College of Pharmacy will open on October 3.

R. S. Johnston, Western representative of Merck & Co., sailed with Mrs. Johnston for Naples on the Fuerst Bismarck on December 5.

About the first of the new year the Powers-Weightman-Rosengarten Company expects to move into its new quarters on Front street, near Maiden Lane.

Richard Hillier has again become identified with the local drug trade, having opened offices at 165 Pearl street. He will make a specialty of domestic crude drugs.

J. S. Schnelder, of Fitzsimmons, Gleeson & Co., of this city, has gone on a month's pleasure trip through the West. He expects to visit the Coast before returning.

President S. A. Goldschmidt, of the Columbia Chemical Works, sailed recently on the Kaiser Wilhelm der Grosse for Europe. He expects to return about January 1.

William H. Nichols, president of the General Chemical Company, is one of the directors of the Columbia Trust Company, which has just been organized in this city with a capital of \$1,000,000.

Among recent visitors to the local drug trade were W. H. Bradford, of Washington, D. C.; Henry Taylor, of Toledo, Ohio; W. H. Zottman, of W. H. Zottman & Co., Burlington, Vt., and J. W. Robertson, of Galetton, Pa.

After a few weeks' stay in this city, Mr. Spurway, of Spurway & Co., Cannes, France, sailed for Europe recently. While here he made his headquarters with Magnus & Lauer, the American representatives of Spurway & Co.

An open meeting was held last Wednesday evening by the Greater New York Drug Clerks' Association at 67 St. Mark's place, Manhattan. An interesting feature of the meeting was an address on "Organization," by William C. Anderson, of Brooklyn.

At the series played on Monday evening, November 20, the Parke, Davis & Co. bowlers won both games, as did also the Dodge & Olcott team. The Whittall-Tatum and Colgate teams each won and lost a game. The Merck and Lanman & Kemp bowlers sustained double defeats. The highest score of the evening, 241, was made by Mr. Carr, of Parke, Davis & Co.

Charles E. Sholes, of the Charles E. Sholes Company, was in Georgetown, S. C., last week superintending final arrangements for the opening of the works of the Georgetown Chemical Company. The company will make turpentine, rosin, pine oils and solvents, etc., and its entire output will be sold by the Sholes Company, of this city.

The headquarters of the Faulhaber Chemical Company, manufacturer of a metal polish at 203 West Broadway, has been closed by the Sheriff on an execution in favor of G. W. Curtis for \$875 on two notes and services rendered by an employee. The company was incorporated on May 28, 1903, with a capital stock of \$10,000.

Brent Good, the proprietor of Carter's Little Liver Pills, underwent an operation for cataract on the right eye at the New

York Eye and Ear Hospital last week, and his many friends in the trade will be glad to know that the operation was a success, though it will be some time after Christmas before Mr. Good will be able to put in an appearance at his office.

The meeting of the New York Drug Clerks' Association at Terrace Garden, Wednesday night, September 13, was well attended. The time was entirely devoted to listening to speeches by labor leaders who urged the drug clerks to form a union. Chairman Nisselson presided. Among the speakers were Charles Oberwager, ex-president of the Central Federated Union; Michael Eastman and William Karlin.

The warehouse of the Mallinckrodt Chemical Works in this city was looted recently of some \$2,500 worth of chemicals, consisting principally of iodide of potassium, iodoform, cocaine, powdered opium and codeine. Joseph A. Hogan, elevator man at the warehouse, was charged with having committed the thefts. He was arrested, and admitted that he was prompted to the acts by two men who offered to pay him a good price for the goods, which they claimed they could easily dispose of. Some of the stolen merchandise was recovered. A quantity of goods bearing the labels of Lehn & Fink, Charles Pfizer & Co. and the Powers-Weightman-Rosengarten Company, it is said, was found among the Mallinckrodt goods.

Most of the time at the last meeting of the New York Retail Druggists' Association was taken up with criticism of the work of organizing the local retail drug trade. Much dissatisfaction was expressed. The Executive Committee reported plans for the administration of the relief fund recently provided by the association, and a final report on the matter is expected soon. The committee, it was announced, will make further efforts to stop the giving away of souvenirs, which is still practiced by some druggists. Peter Diamond was made chairman of a committee of three to solicit contributions from local druggists for the Russian relief fund. It was announced by A. Babst, of the Entertainment Committee, that the annual ball will be held in Terrace Garden on March 16.

In the United States Circuit Court, Manhattan, the Keasby & Mattison Company, of Ambler, Pa., has brought suit against six prominent merchants to recover \$600,000 damages, alleging conspiracy on the part of the defendants and claiming that the latter infringed the magnesia covering patent. A suit at law charging conspiracy to infringe a patent is new to patent litigation, for usually infringements are tried in the equity side of the Circuit Court. The defendants are Jacob F. Schoellkopf, jr., of Buffalo; William S. Gray, of New York; William T. Mayer, of Albany; C. P. H. Schoellkopf, of Buffalo, and H. J. Pierce and T. Keerey, of Hancock, N. Y. Jacob Schoellkopf, jr., is a member of the Schoellkopf, Hartford & Hanna Company, of 100 William street. Lawyer E. K. Jones, of 49 Wall street, represents the complainant.

#### THE GREATER NEW YORK DRUG CLERKS' ASSOCIATION.

At the last meeting of this association the following officers were elected: President, J. Kramer; vice-president, E. Sander; treasurer, E. Sherman; financial secretary, R. Rogan; corresponding secretary, J. Elysowitz; recording secretary, D. Cohen; sergeant-at-arms, E. V. Bookstaver. The association has undertaken the establishment of a labor bureau for drug clerks, of which H. Nisselson and J. Kramer will act as agents.

#### Drug Clerks' Annual Ball December 30.

At a meeting of the Drug Clerks' Circle held Wednesday, November 22, the various committees reported that they had completed all arrangements for the grand annual ball, to be held Saturday, December 30, at Terrace Garden. The elaborate arrangements for the ball, together with the general interest it has aroused, promise to make the affair a greater success than ever before. Many men well known in the pharmaceutical profession will attend. The Drug Clerks' Journal, which is published once a year and given away at the ball as a souvenir, will this year contain numerous articles written by the members on many subjects interesting to the pharmacist and general public. The journal is being compiled by Ph. Halprin, Dr. Joseph Kahn and Wm. Karlin.

The officers of the Drug Clerks' Circle are: President, Ph. Halprin; vice-president, Wm. Karlin; treasurer, H. Harkavy; corresponding secretary, Dr. Joseph Kahn; financial secretary, S. Norman; recording secretary, D. A. Lutz; sergeant-at-arms, A. J. Kramer; trustees, J. A. Klein and M. Mishkin.

#### To Change the Name of the Drug Club.

Believing that the failure to adopt the proposed change in the name of the Drug Club of New York last year was due to some misunderstanding on the part of the members, the Board of Governors has issued a notice of a special meeting of the club, to be held in the club rooms on Tuesday, December 12, at 1.30 p.m., when the following resolution will be presented:

*Resolved*, That Article I, Section 1, of the Constitution be amended to read as follows:

This Association shall be known as  
"The Drug and Chemical Club."

*Resolved*, That the officers and directors of the club be and are hereby instructed to take the legal steps necessary to change the name of the club to "The Drug and Chemical Club."

It is the desire of the board that there shall be a full expression of the sentiment of the members regarding this question, so that whatever decision is reached will be in accord with the wishes of the majority.

#### Unlicensed Jersey Druggist Fined.

Franklyn M. Murphy, a druggist of Upper Montclair, N. J., was arraigned recently before Recorder Yost in Montclair and fined \$100 and costs on a charge of selling poisons in violation of the State Pharmacy act. Josiah Stryker, an assistant in the office of Robert N. McCarter, State Attorney-General, prosecuted the case. The State Inspector of Pharmacy produced a bottle of laudanum and a package of sugar of lead which he said were purchased in Murphy's store October 7 last. The secretary of the State Board of Pharmacy, Dr. Henry A. Jordan, testified that the defendant was not a licensed pharmacist. Murphy, through his counsel, M. J. Murphy, of Paterson, before the trial began, asked for an adjournment on the ground that important witnesses for the defence could not be present. Recorder Yost refused to grant the adjournment. Murphy put in no defence.

#### Notice of Re-registration in Illinois.

The Illinois Board of Pharmacy has issued the following circular calling attention to the fact that every druggist in the State of Illinois is required to register annually:

##### To the Registered Pharmacists of Illinois:

The Registered Pharmacist Certificate you now hold for 1905 will expire December 31, 1905, and the fee for the renewal of it for 1906 is \$1.50. It will greatly facilitate the work of issuing certificates if payment is made by January 1, 1906. Will you send in your fee early and aid us in this work? Please forward the enclosed card with your remittance and see that it is properly filled out. Give the number of your certificate. Write your name plainly. State whether you are a proprietor or an employee. If neither, please so state. If you are a proprietor, or the manager of a drug store, the proprietor of which is not a registered pharmacist, fill out the blanks on the back of the card, giving the names of your registered employees and their certificate numbers, and also the names of any unregistered employees. If you are an employee, state on the face of the card by whom you are employed, and do not write anything on the back of the card. If you do not understand how to fill out your card, write to the undersigned for further instructions.

Please do not send in your remittance without a card. If you do, it will be necessary for us to send you another card, which will delay the receipt of your certificate.

We are depending upon you to follow the above instructions.

Very truly yours,

F. C. DODDS, Secretary.

SPRINGFIELD, December 1, 1905.

Quite an interesting device was seen last week in a number of retail drug store windows in this city, notably in the Peoples' Drug Store at Ninth avenue and Twenty-third street and in the Nassau street store of Reid, Youmans & Cubit. It consisted of a pendulum clock; the hands, however, instead of revolving in the usual way went around the reverse way. A sign read: "Turn time backwards." The face of the clock bore the name of the article advertised, the letters taking the place of the familiar Roman numerals. In the center of the clock's face were two portraits, one of an old man and the other of the same man much younger. The tablets were advertised to make people "feel younger."

#### WESTERN NEW YORK.

#### Satisfactory Progress on Cut Rate Regulations—Dispensing Doctors—The Annual Meeting of the Board.

(From our Regular Correspondent.)

Buffalo, December 5.—It appears that the woman who lives in the back streets of Buffalo has not yet heard of the advance of prices down town of the preparations that have so long been sold at a cut price, for druggists still report that they get calls for articles that the customer is sure she can buy for considerably less on Main street, because she could when she bought last time. She is permitted to go her way, as it would be useless to tell her that the downtown sellers of cut-price goods have seen a light and have come to an understanding on the matter till it is now possible to make a profit on druggists' specialties in Buffalo.

#### SCHEDULE ADVANCED.

It appears that the retailers in Buffalo are quite well satisfied with the progress made so far in the matter of uniform prices. A meeting of the city Druggists' Association was held lately and a sort of horizontal advance was made in prices that had been cut down too far. It appears that everybody agreed to the higher price and is maintaining it. This is a great improvement over anything that was known to the business for the year or so past and it is very encouraging.

#### A DIFFERENTIAL RATE IN FAVOR OF THE DOWNTOWN STORES.

This does not mean that the price of everything is the same all over the city. The outside dealers are getting 2 or 3 cents more for most proprietary articles than they are sold for down town and there seems to be no complaint on account of it, for there is an advantage in each case. The outsider gets a better profit and the big store is still able to profit a little by the use of the same advertising matter, which is usually made the excuse for cutting the prices down so far. Of course there is no desire to drive the poor retail druggist, who must live on the drug trade if at all, out of business.

#### DISPENSING DOCTORS.

There is again some complaint of poor trade, though some who are dissatisfied say that they are doing better than they were a year ago, so there is some consolation in the outlook. The city is very healthy. Occasionally there is reference to the growing practice of doctors in filling their own prescriptions, but the prescription trade is pretty good for all that.

#### A PLAINT FROM BOARD MEMBERS.

Members of the State Board of Pharmacy are complaining of the law which obliges them to go to Albany on the first Monday in January for the annual meeting, even if it does happen to be New Year's Day.

#### HOW CAN THE SALE OF NARCOTICS BE STOPPED?

There is complaint over the city still of the few druggists who are catering to cocaine fiends and manufacturing new ones by selling under the law, of course, to all who ask for this poison, which seems to have taken the place of other narcotics to a considerable extent. The question has been asked if such disregard of the proprieties of an honorable business cannot be reached in some way, even if the law stops short of punishing them as it should. Would newspaper notoriety reach them? The reply seems to be that it would not, even if the newspapers could be enlisted in the cause, which might not be an easy matter. The problem will have to be allowed to work itself out.

#### THE INTERNAL REVENUE RULING.

The druggists the country over are taking a long breath on account of the decision of the Government to allow till April for the enforcement of the new ruling on alcohol preparations. A Buffalo druggist is of the opinion that when the list appears it will not include many preparations, quite likely only a few bitters and the like. As to the delay, that is plainly because the inspection for the purpose of making out the list is still to be made, as the druggists are just as ready to conform to the ruling as they will be. They will simply throw out the preparations named in the list, as it is understood that the

State is waiting for it and will impose a license wherever the Government tax is paid.

#### A CANE RUSH CAUSES A SCOLDING.

The young men at the University of Buffalo have been aping the manners of the wise young men at other colleges and lately indulged in a rush and other demonstrations of that sort, even if they are only incipient doctors, druggists and dentists. Dr. Roswell Park, of the council of the university, has written a letter to the fraternity secretaries of the university declaring that he is "mortified and disgusted" over the affair, and further speaking of hazing as "a species of idiotic performance" which ought to be beneath the dignity of men about to engage in such responsible callings. He asks that the fraternities do what they can to save the university from the "publicity and disgrace which unthinking and foolish young men bring upon it."

#### NEW ENGLAND.

**Railway Legislation Discussed by Boston Druggists' Association—  
Three-quarters of a Ton of Turkey for Mellin's Food Employees—  
A Druggist a Good Guesser—A Guessing Contest as a Means of  
Advertising—N. A. R. D. Women's Auxiliary Organized.**

(From our Regular Correspondent.)

Boston, December 6.—Last month's meeting of the Boston Druggists' Association was held at the Parker House on the 28th inst. President Flynn occupied the chair. The guest of the evening was Representative Robert Luce. His subject was "The revolt of the people against corporate, financial and political control." This lecture had special reference to the railway legislation which will be considered at the next session of the General Court. The subject and method of handling was a rare treat. Those who were absent missed an enjoyable evening. A report of the last annual meeting of the Massachusetts State Board of Trade was considered. The next meeting will be held at Young's Hotel on the 26th of this month.

#### HIGH STANDARDS OF DRUGS AND CHEMICALS.

The last monthly report of the State Board of Health shows the analysis of 71 drugs, of which number only ten varied from the legal standard. The adulterated drugs were lemon and olive oils and tincture of iodine. A specimen of olive oil consisted largely of cotton seed oil.

#### MELLIN'S FOOD FURNISHES THANKSGIVING TURKEY.

Thomas Dolliber, Ph.G., president of the Mellin's Food Company, gave to each employee of the concern on November 29 a large, fat turkey, with the best wishes of the company. It took about three-quarters of a ton to go around. This custom is as old as the company itself, and the distribution is annually enjoyed by all of the participants. Mr. Dolliber before giving out the birds read the Thanksgiving proclamations of the President of the United States and the Governor of Massachusetts.

#### THE LADY WON.

Charles A. Curtis, of South Boston, has just engineered a very successful and, to him, profitable guessing contest. The prize was an upright piano and the conditions were to guess the length of twine contained in a 5-gallon jar which was prominently displayed in a window of Mr. Curtis' place. This twine, or rope, was a miscellaneous and vari-colored collection of different lengths. About 18,000 coupons were distributed to purchasers and there were over 10,000 guesses, ranging from 10 to 300,000 feet. At the close of the contest it was found that two of the participants were tied, both having guessed 2,150 feet. The exact length was 2,148 feet and 6 inches. These two, a lady and a gentleman, finally agreed to decide the matter by drawing cards from a pack, the lowest to win. This plan was carried out and as a result the lady won. Mr. Curtis is much gratified over the result of this scheme.

#### TALKED ABOUT.

Hon. Gorham D. Gilman has been appointed chairman of the Postal Committee of the Massachusetts State Board of Trade.

#### The Chicago Drug Club Elects Officers.

(By Telegraph from our Regular Correspondent.)

Chicago, December 7.—After a very interesting campaign the so-called "members' ticket" was chosen at the annual election of officers held to-day. The ticket is as follows: President, L. A. Becker, president of the L. A. Becker Soda Foun-



L. H. BECKER,

President of the Chicago Drug Club.

tain Company; first vice-president, E. D. Kenfield; second vice-president, Frank L. E. Gauss, Western sales manager of the Eli Lilly Company; treasurer, O. T. Eastman, president and general manager of the Searle & Hereth Company; secretary, James E. Bartlett, manager of the Chicago Branch of Parke, Davis & Co.

#### Officers for the Philadelphia Association of Retail Druggists.

On December 1 the nominations for officers for the ensuing year of the Philadelphia Retail Drug Association were



JAMES E. BARTLETT,

Secretary of the Chicago Drug Club.

held. H. C. Blair was nominated as president. It is understood that Mr. Blair will not accept the position and has declined to run. The following nominations were made: Presi-



dent, Henry C. Blair; first vice-president, Thomas H. Potts; second vice-president, William E. Lee; third vice-president, Augustus T. Pollard; recording secretary, Nathan A. Cozens; financial secretary, Carl W. Shull; treasurer, George W. Fehr; member Executive Committee at large and to be chairman thereof, Charles Leedom; nominations made by the auxiliary districts for members of the Executive Committee were as follows: 1, S. B. Davis; 2, J. H. Bailey; 3, J. Eppstein, H. C. Blair; 4, L. S. Sorber, Charles Cameron; 5, O. W. Osterlund; 6, S. E. Betts; 7, E. R. Gatchel; 8, G. R. Weldemann, Otto Kraus; 9, W. L. Cliffe; 10, H. J. Siegfried; 11, Christopher Koch; 12, F. W. Fluck.

#### THE PHILADELPHIA WHOLESALE DRUG COMPANY.

Some time next week there is to be a meeting of the newly elected managers of the Philadelphia Wholesale Drug Company, Limited, at which it is said there will be chosen a new president to succeed the present incumbent. There are several names mentioned, but the most likely one to be chosen is that of Manager Rohrman, of the Drug Company. It is through the efforts of Mr. Rohrman that the drug company has been so successful. It is doing a greater business than ever before, and although three times the amount of the present quarters has been secured, there is not enough room to handle the greatly increasing business. Mr. Rohrman is well liked by the trade, he is a competent manager, graduate of the School of Pharmacy, and thoroughly understands the conducting of such a business. He has many friends in the company.

#### THE WEST.

#### A Drastic Ordinance Governing the Sale of Narcotics—Details of the Bill—Police Can Testify.

(From our Regular Correspondent.)

Chicago, December 7.—A new drastic ordinance affecting the traffic in cocaine, morphine and chloral hydrate has been passed by the City Council. The ordinance reads as follows:

**SECTION I.**—No druggist or other person shall sell or give away any morphine, cocaine hydrochloride, or any salts of any compound of the same, or any preparation containing morphine,



O. T. EASTMAN,

Treasurer of the Chicago Drug Club.

cocaine hydrochloride, or any salts or any compound thereof, except on the written prescription of a licensed physician, or a licensed dentist licensed under the laws of the State of Illinois, which prescription shall be filled only once and shall have written upon it the name and address of the patient; provided

that the provisions of this section shall not apply to the sale at wholesale by any manufacturer or wholesale druggist to retail druggists, physicians, dentists or chemists of such cocaine hydrochloride, morphine, or any salts or any compound of the same, in original packages only, with such packages having affixed thereto a label specifically setting forth the preparation of cocaine hydrochloride or morphine contained therein.

Any person who shall violate any of the provisions of this section shall be fined not less than \$50 nor more than \$200 for each offense.

**SECTION II.**—This ordinance shall take effect and be in force from and after its passage and publication.

This ordinance, it said, can be enforced by the police. Officers can be set to watch a store, and if any one looking like a



FRANK L. E. GAUSS,

Second Vice-President of the Chicago Drug Club.

cocaine fiend leaves the place he can be searched in order to find if he has purchased any of the drug. There may be some developments that will not be agreeable to the general trade, but it looks as if the illicit traffic would be summarily throttled at any rate. No druggist would like the prospect of having police watching his place. It is said that the C. R. D. A. was notified last spring, when the anti-narcotic law was thrashed out, that something must be done, and that it would be better for druggists to do it than to leave it to hostile legislators. The ordinance was pushed by the Hull House reformers, who have been fighting the cocaine traffic, but who found it practically impossible to obtain convictions under the old plan. As things used to be the testimony of the "fiend" was necessary in obtaining convictions and this proved most unreliable.

#### CHICAGO NOTES.

A drug clerks' auxiliary to the C. R. D. A. is being formed. The movement is in charge of President Avery, of the C. R. D. A., Otto E. Bruder and L. E. Moore. Both of the latter are clerks.

Owing to the confusion due to changing the name of the phenol in place of carbolic acid, it has been suggested that druggists here ought to use both names for several years at least until the public becomes familiar with the scientific term.

More complaints are being printed in newspapers continually from druggists who like to tell their troubles in public. Among the abuses discussed are late hours, Sunday closing, postage stamps, trouble over change for telephones and for big bills.

The members of the Chicago Veteran Druggists' Association at their last regular meeting listened to an account by H. Sherman, an old time druggist, of some of his early experiences. A biography of C. W. Grassly and some other interesting matter from his pen was also read.

## THE SOUTH.

## Trade Dull in New Orleans—New Stores on Canal Street—Many Local Changes—Drug Clerks Dance.

(From our Regular Correspondent.)

New Orleans, La., December 4, 1905.—Katz & Besthoff's handsome new store in Canal street near Carondelet was thrown open to the public to-day and another handsome drug establishment was added to the already large number which at present occupy sites on that thoroughfare. Without doubt, however, the store opened yesterday is one of the handsomest of the lot. Excellent taste and judgment were exhibited in fitting it out, and few stores in the South can compare with it for beauty and attractiveness. The soda fountain is one of the handsomest in the South and a great deal of care and patience figured in the fitting out of the drug and medicine departments. The big show window which faces Canal street offers excellent advantages for display purposes and is being used to advantage by the progressive young druggists.

## THE WHOLESALE TRADE DULL.

Trade in this section continues somewhat depressed. The city trade has picked up somewhat in the last fortnight but the same cannot be said for the country. Sales have fallen off considerably and there is no evidence or indication of an early change for the better. The only explanation offered for the existing conditions is that the yellow fever has left in its wake undesirable complications which are hurting the trade a good deal. However, as is usually the case, the druggists here are looking at the thing optimistically and are waiting anxiously for the change for the better which they believe will come before very long.

## THE NEW ORPHEUM PHARMACY.

"The Orpheum" will be the name of the new drug store which Dr. George K. Pratt will open in one side of the Rathskellar building in St. Charles street, near the Orpheum Theatre. Dr. Pratt has selected an excellent location and is stocking the place with the finest lines of drugs and medicines to be secured. The establishment will be conducted by Overton Pratt, a son of the Doctor, who has secured the services of M. Brown, a well-known young druggist, as his manager. "The Orpheum" will be opened within a short time.

Lopez's pharmacy, at Broad and St. Philip streets, has been taken charge of by a Mr. Magner, who is now successfully conducting its affairs. Mr. Magner has a good location and is making the best of it.

Within the next few days Crouere & Sauvinet will move into their handsome new store at Canal and Villere streets. The place has been fitted out in an attractive manner and is a model drug establishment in every respect.

D. A. Capdau has bought the store of John T. Delaney at Ursuline and Dorgenois streets and has established himself there. Mr. Delaney, after disposing of his property, moved across the river to Algiers, and there bought the prosperous drug store known as Daniels' Central Drug Store. Both men are said to be doing well in their respective locations.

I. L. Lyons & Co. are installing two handsome show windows on the Camp street side of their big establishment at Camp and Gravier streets. These two windows are now under construction and will offer the big Camp street house better opportunities for display than it has ever before had. There were formerly two windows on Camp street, but they were found to be inadequate for the needs of the big establishment. Hence the newer and larger ones.

## LOCAL NEWS NOTES.

The American Drug Store, which has for many years occupied the site at Canal and Basin streets, will be in its new quarters in Canal near Rampart street within the next two weeks. At the present writing the American Drug Store people are occupying both establishments, half of their stock being in one building and half in the other. However, before

many days have passed they expect to have all their stock in the new building and to be ready for the opening. The old site of this store is to be occupied by part of the great depot which the Frisco people are going to build.

THE ANNUAL BALL OF THE RETAIL DRUG CLERKS' ASSOCIATION took place at Odd Fellows Hall, Friday, November 24, and was a pronounced success. A large crowd attended and as hosts the drug clerks ably acquitted themselves. These are the various committees which were in charge:

Arrangements—A. J. Ferry, chairman; Eugene H. Daste, Arnold Troxler, F. T. Mouton, Hugh A. Brown, M. J. Clark, C. C. Hebert, P. L. Bacas, John Paquette, W. H. Voelker, John S. Dunn, V. Palomo, Henry Welsch, A. D. Heinemann, E. Koeckert, George Paquette, Harry Code and J. H. Bernard.

Floor—Thomas Richardson, chairman; E. P. Volzin, J. O. Weilbacher, Harold Weick, F. J. Dantin, M. J. Paul, George D'Antry, Joseph H. Dunn, Owen Lynch and P. J. Bertrand.

Reception—W. M. Avery, chairman; Jos. Fuerstenberg, W. M. Mayo, J. J. Grasser, H. H. Sample, D. M. Bunbury, F. J. Guillot, L. J. Hubert, P. F. Murphy, Van Woods, L. Goldsmith, Louis Gonaux, M. S. Harris, A. Stumpf and D. M. Tomb.

These are the officers of the Clerks' Association: Eugene H. Daste, president; A. D. Heinemann, first vice-president; F. T. Mouton, second vice-president; Arnold Troxler, secretary; E. Koeckert, treasurer; George Paquette, grand marshal; Hugh A. Brown, sergeant-at-arms.

## MARYLAND.

## The Schedule Abandoned—A Free-for-All Fight for Trade.

(From our Regular Correspondent.)

Baltimore, December 7.—The wide open policy inaugurated by the Baltimore Retail Druggists' Association at a recent meeting in so far as the sale of patent medicines not included in the serial numbering plan is concerned, continues with apparently little damage to the one cutter against whom the movement is especially directed, but with considerable loss to the druggists generally. Not a few of them are appreciably affected by the decision of the association to let every one charge what he pleases by the suspension of the schedule, and more or less complaint of loss of revenue is being heard. The action taken was the outcome of a feeling that more could be accomplished to stop the evil of aggressive cutting by removing all restrictions than by endeavors to maintain the full list prices, which gave the cutter who refused to accept the arrangement an exceptional opportunity to build up his business at the expense of others. The experiment of putting down the bars, however, does not seem to be in all respects successful, for in addition to having the recalcitrant cutter to contend with the retailers must now also deal with the competition of the department stores, which have again gone into the business of selling patents and are doing a considerable business. Some of the prices are away down, Lyon's Tooth Powder being offered as low as 10 cents, when the cost price is somewhere around 14. There are a number of other articles on which the druggists are actually losing money, and it remains to be seen how long the pace can be kept up.

The last session this year of the Wedgewood Club took place on Thursday evening, December 7, at the Hotel Caswell, Baltimore and Hanover streets. Albert H. Thompson, of Thomas & Thompson, retail druggists, presided, and the occasion turned out to be very enjoyable. It was well attended.

H. P. Gilpin has awarded a contract for the erection of a five story building in the rear of 304 West Lombard street, which will be of concrete construction and will be occupied in part by Gilpin, Langdon & Co. and the H. B. Gilpin Company. The former company is engaged in the milling of drugs and spices, and its goods are known all over the country. The H. B. Gilpin Company is in the wholesale drug business, the relations of the two corporations being very close. The projected edifice will have a front of 33 feet and will extend back 66 feet. It will be connected with the other buildings used jointly by the companies and will constitute a most desirable addition to the excellent facilities already available.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots  
The quality of goods frequently necessitates a wide range of prices,

### Condition of Trade.

NEW YORK, December 9, 1905.

Wholesalers and retailers have either covered their requirements up to the end of the year or are concentrating their attention on holiday novelties, for the trade in staple drugs and chemicals has ruled rather quiet in the interval since our last report. While the volume of current city business is not large, orders are in good receipt from interior points and it is confidently believed that the trade record of the month will be generally satisfactory, the demand for the various fancy lines incident to this season of the year being unusually good, despite the great divergence of this class of trade from drug store to department stores which has been noticed during the past few years. Notwithstanding the present limited demand prices are generally well maintained and firm conditions prevail. Exceptions are to be found in the cases of the two leading staples, opium and quinine, which are given little support. Prices are lower on the first named and the holders of quinine are not encouraged by the decline in the price of bark at the Amsterdam auction last Thursday, which presages a further weakening in quinine values. A sharp decline in the price of metallic blamuth in the London market led dealers here to look for a reduced schedule, but nothing has as yet developed. The position of iodine is attracting some attention, the market being unsettled in sympathy with corresponding conditions in Europe, and there is some talk in the trade of lower prices on iodides, though quotations showed no change at the close of the market. Only a limited number of price changes have come to the surface during the interval and the more important of these are tabulated below and receive comment in succeeding paragraphs.

#### HIGHER.

Permanganate of potash,  
Serpentaria root,  
Nitrate of silver,  
Elecampane root,  
Poke berries,  
Saffron, American,  
Juniper berries,  
Cassia oil,  
Orange oil, sweet,  
Anise oil,  
Unicorn root.

#### LOWER.

Opium,  
Quinine,  
Cantharides,  
Cassia buds,  
Senega root,  
Menthol,  
Balm of Gilead buds,  
Foenugreek seed,  
Citronella oil.

### Drugs.

Alcohol continues well held and supplies are passing out to the trade in seasonable quantity, at the range of \$2.49 to \$2.51 for grain and 70c to 75c for wood, the outside price of the last named being for 97 per cent.

Balsam copalba continues in demand and stocks of Para being light quotations are well sustained at the previous range of 36c to 40c. Central American is somewhat unsettled by competition, and while 30c is generally quoted, it is intimated in some quarters that 29c will buy.

Balsam fir has remained quiet since our last, and values are unchanged at \$3.10 to \$3.20 for Canada, and 70c to 80c for Oregon.

Balsam Peru is given very little consideration, sales being slow at unchanged values, or, say, \$1.00 to \$1.10.

Balsam tolu is not meeting with the demand ordinarily experienced at this season, for which the prevailing mild weather may be accountable; sales at 20c to 22c.

Barks.—Bayberry continues firmly held at 12c to 14c, with little obtainable at the inside price. Cascara sagrada offers a shade more freely, owing to the absence of demand, and 5½c to 9c is generally quoted, as to age and quantity. Cramp is held a shade more firmly, but we hear of sales of small lots at 7c. Cotton root is inquired for to some extent and values are well sustained at 9c to 10c. Blackhaw is scarce and firm at

10c to 18c. Sassafras is steady, recent sales being at 12c to 15c. Wahoo is scarce and firm at 60c.

Buchu leaves are well sustained at the range of 14c to 17c for short, as to quality, the outside figure being for prime green and the inside figure for yellowish stock.

Burgundy pitch is meeting with more attention, and holders are firmer in their views in sympathy with conditions abroad; small sales at 4c to 4½c.

Cacao butter is in good seasonable demand and values are well maintained at 28c to 29½c for bulk.

Cantharides are held about as before, Russian and Chinese being quoted respectively at \$1.25 to \$1.30 and 50c to 52c, but the tendency of late is upward, and higher prices may be looked for.

Cassia buds show a slightly downward tendency and values have eased off a trifle, the revised range being 18½c to 19c, as to quality and quantity.

Chamomile flowers are lower at primary sources of supply, but local holders show no disposition to urge sales at price concessions, and 18c to 22c is yet named for new crop and 16c to 17c for old.

Cocaine is held with increased firmness in sympathy with advices from abroad, but quotations continue on the former basis of \$3.25 to \$3.45 for bulk.

Codliver oil is finding a moderate jobbing outlet, but nothing in keeping with the usual seasonable requirements, and little interest is extended to round lots. For jobbing parcels of Norwegian \$25.00 to \$28.00 is asked, according to brand and quantity.

Cubeb berries continue firmly held and a fair demand is experienced at the range of 8c to 9c for ordinary, and 10c for XX; powdered is held at 11c to 13c.

Cuttlefish bone is maintained steadily at the previous range, recent arrivals having failed to affect the market. The sales of Trieste were at 16c and French at 12c to 13c, while jewelers' is held at 40c for small and 70c for large.

Ergot is finding sale in small quantities only, the market being quiet and dealers showing no urgency to realize at the present range of values or, say 40c to 43c for Russian, and 43c to 45c for Spanish.

Haarlem oil is not coming forward in any quantity, and holders of the limited available supply of capped stock have advanced their limit to \$3.00.

Manna is in reduced supply and holders are firmer in their views, with 50c quoted as inside for large flake, 35c to 37c for small flake and 25c to 26c for sorts.

Menthol continues weak and depressed, with sales at \$2.40 to \$2.50, as to quantity, though stock is generally held at \$2.60 to \$3.00. Late cable advices are that stock is selling in London at 8s. 1d., which is equivalent to a lay down cost of \$2.50.

Opium continues inactive, with the tendency of the market favoring buyers. During the interval sales have been made of cases in bulk at \$3.10, while broken packages offer at \$3.12½ to \$3.15, in which the bulk of the business is passing. Powdered is jobbing at \$3.55 to \$3.60, with occasional sales at a fraction under this, or say \$3.52½.

Quinine is easier as a result of the bark sale at Amsterdam on the 7th inst., when a decline was recorded of between 5 and 10 per cent. and only one-half of the quantity offered was sold. The average price paid was 4¼ Dutch cents as against 5.20 Dutch cents at the preceding sale. The spot market for quinine is further depressed in consequence, but up to the hour of going to press no price changes were announced, manufacturers' prices being maintained at 19c in 100 oz. lots.

Saffron, American, continues in good steady demand and values are well sustained at the recent advance to \$1.15 to \$1.20 as to quantity. Valencia and Alicante are held and selling at \$8.00 to \$8.50 and \$5.00 to \$6.00 respectively.

Saw palmetto berries are in increased demand and higher, owing to scarcity. The limited available supply is small and closely concentrated and quotations are steadily maintained at 15c to 20c, the outside figure being for prime.

Thymol is without change of consequence, either as regards price or demand, but holders continue firm in their views at \$1.35 to \$2.00.

#### Chemicals.

About the usual demand has been experienced for the general line of chemicals, but we have few price changes of interest to report. Nitrate of silver has been irregular and unsettled since our last, the price of the salt fluctuating with that of the metal; early in the period an advance of  $\frac{1}{4}$ c was noted, but values declined again last week and quotations are now  $30\frac{1}{4}$ c to  $44\frac{1}{4}$ c, as to quantity. Reference is made in our review of the Condition of Trade to the position of iodine and the likelihood of a decline in the price of iodides, but manufacturers are booking contracts for potassium iodide on the basis of \$3.15 to \$3.20. Blue vitriol is held with increased firmness, but car lots offer at the previous quotation of 5.55c. Citric acid is held with strength and firmness at 38c to  $38\frac{1}{2}$ c for barrels and kegs, respectively. Permanganate of potash has been advanced by the manufacturers  $\frac{1}{2}$ c per pound for future delivery, prices for prompt delivery being unchanged. The range for futures is now  $9\frac{1}{2}$ c to 10c for barrels and kegs, respectively. Oxalic acid is in reduced supply and firmer, with recent sales at 5c to  $5\frac{1}{4}$ c.

#### Essential Oils.

Anise has improved in position since our last and holders of high test oil are firm in their views at an advance to \$1.35.

Bergamot and other Messina essences are held more firmly, \$2.10 to \$2.25 being quoted for the oil named, while lemon is maintained at 55c to 66c, as to quality and quantity. The quotations for orange are given below.

Camphor is attracting increased attention, owing to expected scarcity, there being little coming forward from primary sources. The limited spot supply is under good control and offers at the somewhat wide range of 10c to 25c, the outside figure being for natural white.

Cassia is in moderately active demand and firm at a fractional advance over previous quotations, 80c to 85c being now named for 75 to 80 per cent, according to holder.

Citronella is fractionally easier, recent sales being at 35c to 38c, though the demand at the moment is limited.

Orange, sweet, is firmer in sympathy with conditions at primary sources, and prices have been advanced 5c per lb. to the range of \$1.95 to \$2.10. Bitter shares in the advance and is 10c higher.

Peppermint continues in moderate demand, but holders maintain their firmness, hence important business is lacking. Quotations for bulk stand at \$2.40 to \$2.50, while HGH is held and selling at \$3.10 to \$3.25.

Petit grain, South America, is scarce on spot and commanding higher prices.

#### Gums.

Aloes, Barbadoes, is in light supply and wanted with 15c to 16c named for gourds. Curacao are not inquired for to any extent, but values are well sustained at the range of  $6\frac{1}{4}$ c to  $6\frac{1}{2}$ c.

Asafoetida is meeting with only a limited jobbing demand, but former quotations of 14c to 18c for good to prime are still current.

Benzoin, Sumatra, is in demand, but the available supply is small and prices are maintained firmly at 32c to 35c.

Camphor is well maintained at the recent advance to 82c to  $82\frac{1}{2}$ c for American refined, in barrels and cases, respect-

ively, and it is not expected that prices will go lower, while crude retains its present high level.

Kino, Mastic, myrrh and oilbanum are selling in moderate quantities at about previous prices.

#### Roots.

Aletris has been more freely inquired for, and holders are firmer in their views at 38c to 40c.

Burdock is scarce, and for the little available supply 12c is named.

Golden seal has developed an easier tendency owing to slackened demand, and \$1.35 to \$1.40 is now named.

Ipecac has developed no action of consequence since our last, supplies being still offered and taken in a limited way at \$1.75 to \$1.85 for either variety.

Jalap is held with increased firmness, there being little available below 10c to 11c.

Kava kava is held with firmness at the recent advance to  $11\frac{1}{2}$  to 12c, and sales are reported at the inside figure.

Manaca is scarce and wanted, and holders now name 22c to 25c.

Mandrake is unchanged; small sales at  $4\frac{1}{4}$ c to  $4\frac{1}{2}$ c.

Musk, Russian (Sumbul), continues to advance, the quotation at the close standing at 14c to 15c.

Senega is slow of sale and offers more freely at 55c to 60c.

Serpentaria continues to show an upward tendency and quotations have further advanced to 40c to 42c.

Valerian, Belgium, continues in limited spot supply, and while a few parcels might be picked up at 8c, the general inside asking price is from  $\frac{1}{4}$ c to  $\frac{1}{2}$ c higher.

#### Seeds.

A moderate demand is experienced for the general line of druggists' seeds and prices generally are well maintained, with few fluctuations to report. Fenugreek is weak and lower, owing to pressure to realize on the part of outside holders, and quotations have been reduced to 2c to  $2\frac{1}{4}$ c. German anise is well held at  $6\frac{1}{4}$ c to  $6\frac{1}{2}$ c. Decorticated cardamons continue in upward tendency and sales are reported at 30c to 31c.

#### Effect of the New Pharmacopœia on the State Laws.

State Dairy and Food Commissioner Ankeny of Ohio made an investigation of the claim that the revision of the United States Pharmacopœia has operated to repeal certain portions of the State laws. One section refers to the seventh revision of this work and in the last, or eighth, revision it seems that a number of articles are omitted. The standard strength and quality of these articles is fixed by this reference. One of them is bay rum. Mr. Ankeny has been fighting the use of wood alcohol in bay rum, claiming it is dangerous. Several prosecutions now pending would perhaps have turned on this omission. However, it is claimed that a decision of the Supreme Court to the effect that the revises of the book cannot by raising the standard change the penal laws of the State will settle the matter for all time. The court says it is error to admit in evidence the last edition without proof that its lists are the same as in former editions.

#### U. S. Authorities Looking After Alcoholic Beverages.

Reports that certain drug stores in Philadelphia make a practice on Sundays of selling raw alcohol and patent medicines which have a high percentage of alcohol in them to various kinds of "fiends" have aroused the Federal authorities. Internal Revenue Collector McCoach and detectives under Captain Donaghy have begun an investigation to ascertain how many dealers are breaking the law. During the investigation it will be ascertained what kinds of alleged medicines contain an overwhelming percentage of alcohol. It has been reported that many druggists in the Thirteenth and Fourteenth Wards have been violating the law, and the Federal officers and the police will work in harmony in securing evidence against them.

## Opportunities for Export Trade

(Written for the American Druggist.)

### EXPENSES AND INCIDENTS OF FOREIGN TRAVEL.

BY A COMMERCIAL AMERICAN.

Many of our large American firms who desire foreign trade have only most vague conception of their traveling salesman's field and the difficulties he must surmount to secure successful and clean business results.

In the first place, firms sometimes undertake to secure foreign trade without having any appreciation of how thoroughly they must enter the work and co-operate with their travelers in order to obtain the results desired. If their goods are to be introduced into Spanish America they should, first of all, secure a person who is familiar with Spanish to take

ple trunks must be watched and charges paid for their carriage from the boat to the ship. They are then placed in the ship's sling and checks procured for them to Guayaquil. It is only after they are placed on board that the ship is responsible for them.

Even then the traveler's trouble is not at an end, because the "cargador" with whom he bargained called two assistants to help swing the trunks aboard, for which there is an additional charge of 20 cents for each piece of baggage. On reaching Guayaquil the charge is \$1 for each piece, large or small, and it is only by much arguing that this can be reduced to a reasonable amount. The next item of expense is the customs duties and when, at last, the agent starts for



The Harbor of Valparaiso, Chile, Showing Boatmen in the Foreground.—Courtesy of G. H. Tafel.

charge of the correspondence, because in many cases where the head of the export department is unfamiliar with that language the translations made by the stenographer or outside translator are extremely bad and discreditable to a good house and tend to lower it in the estimation of their clients.

#### THE EXPENSES OF FOREIGN TRAVEL.

Ignorance as to the expenses of the foreign traveler justifies a paper on that subject alone. All along the South American coasts the steamships never approach nearer than  $\frac{1}{2}$  to 1 mile from shore; then it is necessary to bargain with the boatmen, who swarm like vultures over the ship's sides. This trouble begins at Panama. The traveler wishes, for example, to reach Guayaquil, Ecuador, which is a three days' voyage from Panama, with no steamship competition. The fare is \$84.50, gold. Think of it—for three days! On arriving at Guayaquil a "cargador" must be found to take the trunks to the station. Tickets are then purchased for La Boca, the point from which the boat sails. During this time the sam-

the hotel he has encountered and paid three sets of men for handling his baggage.

If through lack of foresight the salesman carries large trunks his expenses are far more than those of the man with small trunks. The weight of each should not be over 50 kilos (110 lbs.), as they are carried by Indians or on mule back and where the baggage is large and unwieldy much difficulty is experienced.

Journeying inland from Barranquilla to Bogota, Colombia, for instance, requires two weeks' time each way; hence, in addition to the expense, one month's working time is lost.

In going from Guayaquil to Quito, Ecuador, the journey is made by rail one day and by stage two or three days, and the passenger is allowed 40 pounds of baggage. The charges for baggage in excess of this weight are heavy.

#### QUARANTINE TROUBLES.

At the present time the bubonic plague has disarranged all boat schedules, and on leaving Guayaquil the traveler is



informed by the steamship office that there will be no landing at Paíta, Peru, because of quarantine against the yellow fever in Guayaquil. When, as my experience, yellow fever breaks out on board, the steamer is not allowed to make any landing. On the trip to which I refer we were refused entrance at each port until landing at Callao, Peru, we were quarantined for four days, making a total loss of time en voyage of ten days. For the four days which we were compelled to remain on board the ship's charges were \$2.50 gold, per day.

On reaching shore the "cargador" places the baggage on the customs wharf, where it is passed upon by the customs officer and bond is given for its safe return. We arrived at the custom house at 4 p.m., and the office was closed. The

by a well-known New York house and has served ever since to retard and hurt American interests to a great degree, and we are beginning now to regain the confidence of these merchants.

For the benefit of those who have an article worthy of attention which they desire placed upon the foreign market, it should be stated that advertising matter and journals are carefully guarded and much appreciated by these people, who become later on good customers.

#### FRENCH INDO-CHINA.

In *Daily Consular and Trade Reports* for November 9 Consul-General Schuyler, of Bangkok, presents an interesting picture of French Indo-China, pointing out the past, the possibil-



Bird's-Eye View of Lima, Peru, Showing the Plaza.—Courtesy of G. H. Tafel.

following day being a "Feast Day" all business was at a standstill. We went again the next day (Saturday), but the inspector failed to come and examine our baggage, so it was not "mañana," but "pasada mañana" (the day after tomorrow), when we were able finally to obtain our samples, which was 16 days after our departure from Guayaquil.

This article is written simply to show some of the obstacles which a traveler encounters, and in order that the exporter in the United States may understand and view matters accordingly. What is written above covers but a short part of a South American voyage, but it will serve as an illustration.

#### DO NOT TRY UNSALABLE STOCK.

A fact that cannot be too well impressed on the American exporter is that he should not send to foreign countries his old, unsalable stock. This was practiced several years ago

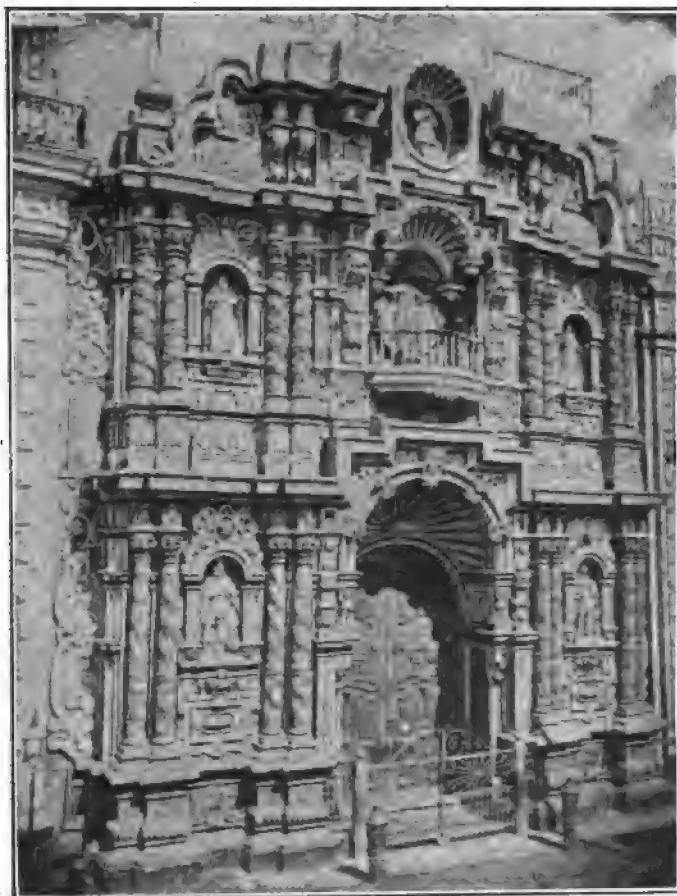
ties of the future, with a word about the classes of American goods that might find a market or fairly successful sales. He writes:

The French possessions in the Far East, collectively known as Indo-China, are perhaps to most people the least known part of Asia. Very little attention has been given to them by explorers and travelers and still less by students of commercial affairs. The reason for this is difficult to find. Saigon, the chief port, lies less than three days from Hongkong and about the same from Singapore by the large steamships of the Messageries Maritimes Company, the subsidized French line from Marseilles. There is a steamer every two weeks to Bangkok, Siam (four days), by the Messageries Fluviales de l'Indo-Chine, which also maintains regular service with the other ports of the colony, and there are many vessels at irregular intervals to Java and the Philippines. Indo-China is therefore accessible both to the tourist and the commercial traveler, and it would

seem that when the resources and needs of the country are considered and understood a much greater and closer intercourse with the United States would result.

#### GEOGRAPHICAL SITUATION AND POPULATION.

The French possessions in the Far East, comprising Cochín China, Cambodia, Annam, Tonkin and Laos, known collectively as French Indo-China, lie between 8° 30' and 23° 23' north latitude and 97° 40' and 107° east longitude (Paris), and cover an area (270,000 square miles) twice as large as France, or one-tenth the area of the United States, and have a population of some 25,233,000, most of whom are Annamites. The Chinese are supposed to number about 150,000, but there are probably more. There are some 7,000 Europeans, chiefly French fonctionnaires and soldiers. The chief races of natives are the Annamites, Tonkinese, Cambodians, Laos, Moïs, Muongs, Nuns and Thos. Ethnologically the different peoples are most interesting, and the study of their languages, habits and history is being carried on by the archaeological mission known as the



Old Spanish Cathedral, Lima, Peru.—Courtesy of G. H. Tafel.

"Ecole Française d'Extrême Orient." This school was established in 1898 and has done excellent work in its own lines.

Cochín China and Tonkin are for the most part fertile deltas. Between them is Annam, a long mountainous tract of country with a narrow littoral on one side and a wild, thinly populated hill district extending to the great River Mekong on the other. The coast line is abrupt and mountainous, with large bays and excellent harbors. The climate in general and especially in the plains is extremely hot and humid. There are two seasons, wet and dry. The chief rivers are the Mekong (1,900 miles), which has been navigated as far as Chinese territory, although rapids and other obstructions are a hindrance to commerce; the Songkoi, or Red River, which is ascended by small steamers as far as Larkai in Yunnan, and the Black River. These three flow into the South China Sea. There are also many small rivers which afford almost the only means of travel in the interior, where the luxuriance of the tropical vegetation makes travel by land an impossibility.

#### HISTORICAL AND POLITICAL.

Cochín-China was acquired by the French Government in 1864; the first settlement at Saigon, however, dates from 1858. The French protectorate over Cambodia was recognized in 1863 and that over Annam in 1874, but their present status dates from the two conventions of 1884. Tonkin became French territory after the peace with China in 1885. The Laos country was added to the French dominions in 1893, and in 1896 the Mekong was declared to be the boundary between French and British territory. In 1898-1899 the port of Kwang-Chow-Wan on the Lien Chow Peninsula was leased from China for 99 years. At the present time a Franco-Siamese commission is engaged in determining the exact boundary between Siam and the French possessions.

For administrative purposes Cochín-China is directly under French officials; Annam and Cambodia are ruled by their kings with the aid of French residents. The financial and political unity of Indo-China and its period of prosperity date from the arrival of M. Doumer as Governor-General in 1897. The present capital of the whole territory is Hanoi, in Tonkin. Financially the colony was considered a loss to France for many years, but its condition is now satisfactory. The estimated expenditure, according to the budget for 1904, was about \$17,000,000. The colony has been self-supporting since 1899. The chief sources of revenue are customs and excise. In 1898 a loan of \$40,000,000 for railroads was raised in France.

#### GENERAL ADMINISTRATION.

The general administration of the colony is under a Governor-General with almost sovereign powers, who is responsible solely to the Minister for the Colonies at Paris, assisted by a Council of State. The French army in Indo-China consists of 17 regiments of Europeans and 17 of natives; 18 batteries of French artillery; altogether some 8,000 Frenchmen and 12,000 natives.

The recent war between Japan and Russia and the preservation of the integrity of the Chinese Empire gives to all the present colonies of western Powers an importance which they did not possess while each Power considered that in the near future it was most probable that some part of the dismembered empire would come under its control and ultimately become a new colonial possession.

Now, however, the nations are realizing that what they have at present is all the territory they are likely to have for some time and that it is now of greatly increased importance both commercially and politically.

#### COMMUNICATION.

By far the most important means of communication in Indo-China is by water. The almost impenetrable jungle renders land travel, except by a few routes, impossible. The great desire of the French explorers of the country was to find a practicable water route by the Mekong and Red rivers from the coast of Cochín-China to the populous districts and the markets of Yunnan and the adjoining Chinese territory. Unfortunately the falls and rapids of the upper stretches of those rivers rendered the route of less importance than was supposed. Nevertheless, the Mekong is the seventh largest river of the world. The chief harbors of Indo-China are Saigon, Haiphong (Hanoi), Tourane, and the recently acquired port of Krat, which gives Cambodia a seaport. Haiphong is 48 hours and Saigon about 60 hours by steamer from Hongkong. The Tonle Sap, or Great Lake, the largest body of fresh water in Asia, is 120 miles long and in some parts 20 miles wide. Its outlet flows into the Mekong.

#### RAILROADS AND STEAMSHIPS.

The railroads of Indo-China comprise lines from Haiphong to Hanoi, and thence to Langson, on the borders of the Chinese province of Kwang Si (160 miles), from Saigon to Mytho (44 miles), and to Khanhao (44 miles finished), and Hanoi to Ninh-Binh. Lines soon to be completed are Thanh Ba to Laokai (140 miles), thence to Yunnan fu (220 miles). There is a line under construction from Hué to Tourane and one from Saigon to Tanlinh in Annam is projected. Besides these there are also tramways in operation.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, DECEMBER 25, 1905.

CHICAGO

ISSUED SEMI-MONTHLY BY  
**AMERICAN DRUGGIST PUBLISHING CO.**

62-68 WEST BROADWAY, NEW YORK.

CHICAGO, 221 Randolph St. PHILADELPHIA, 8713 Walnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G. .... Editor.  
THOMAS J. KEENAN. .... Associate Editor.

ROMAINE PIERSON. .... Manager Chicago Office.

\$1.50 a year. 15 cents a copy.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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Appearing on Christmas Day this issue of the AMERICAN DRUGGIST carries with it our best wishes for a Merry Christmas and a Happy New Year for all our readers.

### EDITORIAL COMMENT.

THE TWO IPECAC ROOTS.

Why were the two ipecac roots of commerce included under one official title in the latest revision of the United States Pharmacopœia? This is a question which is being asked by both pharmacists and physicians, and the response of the revisers of the Pharmacopœia who were responsible for the change will be awaited with much interest. Pharmaceutical chemists have been aware for some time past of the difference in alkaloidal constituents which distinguishes the Rio root from

the Carthagena variety, and many physicians are also alive to the knowledge that when they order preparations of ipecac of the new Pharmacopœia they may or may not get a preparation made from the root containing the greater proportion of the more purely expectorant principle, emetine, and a comparatively lesser amount of cephaeline, the true emetic constituent of ipecac, notwithstanding the fact that any therapeutic standing possessed by the root was based on results obtained with the Rio root (the root of *Cephaelis Ipecacuanha*). Elsewhere in this issue will be found an instructive comment on the subject by the editor of the *New York Medical Journal*, which goes to show that the matter is likely to be taken up in earnest by medical men.

Whenever anything goes wrong the people of the United States rise up and demand that a law be passed to right it. Then they sink back into

the absorbing pursuit of the necessary dollar and seem surprised to find that the wrong has not righted itself as provided by law. Nowadays Federal control is the shibboleth of salvation from all the ills that flesh is heir to. Do we have trouble with railroad rates? "Put them under Federal control" is the remedy proposed. Do we want a canal? "Put it under Federal control" is the cry. Is there theft in life insurance companies? "Put them under Federal control." Do we have an outcry against proprietary remedies? "Put them under Federal control." But who is to control the Federal officers? Are they all honest? Does appointment to a Federal office purge men from all temptation to abuse authority, to extort money, to prostitute power to personal ends? No! Look at the post-office crimes and the scandals in the Department of Agriculture. Even so recent a thing as the Panama canal bath "a very ancient and fish-like smell," and there is an uneasy feeling of uncertainty in the public mind as to what has been really done with that \$10,000,000. As to the subject of Federal control of proprietary medicines retail druggists are aware that many of the advertised compounds have a basis of real efficacy in the treatment of simple complaints and they feel that this would insure their continued use, even if placed under Federal control and with the full publication of their formulas. In fact one or two of the best selling patent medicines of the day have their formulas, giving both quantities and ingredients, published on the label. While we oppose the proposed Federal control we realize that it would not prove disastrous to the retailer.

### The U. S. P. in Spanish.

The decision of the trustees of the United States Pharmacopœal Convention to translate the United States Pharmacopœia into Spanish for the use of pharmacists in the Spanish speaking countries annexed to the United States will be hailed with great gratification, not alone by the pharmacists of those countries over which the Federal Government extends its ægis, but by the pharmacists of Mexico and South and Central America as well. As told in our news columns efforts were made for a long time to induce the Federal authorities to publish an edition of the United States Pharmacopœia in Spanish for the benefit of the Spanish speaking pharmacists in our new island possessions, but so much red tape was encountered that it was found necessary to abandon the effort to obtain the support of the Government.

Everybody who knows anything at all about the development of American commerce in Latin American countries is

aware of the increasing interest in American pharmaceutical matters which is being taken by the pharmacists of the lands lying to the south of us. In the majority of pharmacies in Central and South America the official medicine book which appeals to the proprietors in their native language is the official Pharmacopœia of Spain, though the French Codex holds a high place in their esteem, and in Brazil the Portuguese Pharmacopœia is occasionally used.

A feature of the new Pharmacopœia, issued by the Spanish authorities—the work was revised almost simultaneously with the United States Pharmacopœia, but issued a few months earlier this year—is references to the therapeutic action and uses of drugs and compounds, information which immediately precedes the statement of dose. As might be expected the revisers of our Spanish contemporary exercised greater conservatism in dismissing and adding articles than characterized their American *confrères*. Such preparations of animal origin as castor, the dried preputial follicles of the beaver; coral, deer horn scrapings, snails, isinglass and calcined bones are retained in the new Spanish Pharmacopœia, though diphtheria antitoxin, wool fat and Hayem's artificial serum figure among the additions.

In translating the American book into the language of the Spaniards the committee would do well not to adhere too rigidly to the style of typography which characterizes the United States Pharmacopœia. The serried lines of type which enable the American revisers to crowd a good deal of matter within a relatively small compass would be objectionable to the Spaniard, accustomed as he is to large type and comfortably wide spacings between the lines. The matter of our Pharmacopœia should, however, make a favorable impression on educated Spanish speaking pharmacists, and incidentally do much to foster higher pharmaceutical education in the countries where the Spanish edition will be circulated.

#### Wasted Experience.

It is singular that in all the reorganizations and reforms which have been proposed from time to time for the army of the United States by the various officials charged with the conduct of our military establishment no radical reform has ever been proposed in the medical supply service. The natural inference is that the medical supply service is on so satisfactory a basis as to leave no room for improvement. This inference is, however, wholly unwarranted by the real facts as known to all who have paid even superficial attention to the subject.

When our volunteers were placed under arms at the outbreak of the Spanish War defects were found in almost every department of the military organization and in none were the defects more pronounced than in the medical supply service. The troops at Tampa and at Jacksonville, on our own soil and without the proximity of any hostile army, were unable to obtain adequate medical supplies. When the comparatively small detachment of troops sent to Cuba were landed near Santiago there was still a lack of medical supplies.

When at the close of the war the troops were brought back to Montauk Point, Long Island, for recuperation a scarcity of medical supplies was again evident, though the Government had known for months that 25,000 men, mostly invalids, would be sent there. And when the men did arrive they perished like flies. From 1,500 to 2,200 patients lay in the general hospital for weeks, notwithstanding the fact that shipload after shipload of invalids was distributed to civilian hospitals in New York, New Haven and Boston so as to relieve the pressure. It is true that the lack of medical supplies was soon made good under the lash

of public censure from the so-called yellow journals, but the fact remained that there was a scarcity, notwithstanding the ample notice which the authorities had of the expected return of the invalids.

The organization of our medical supply service is on practically the same basis now as it was at the outbreak of the Civil War 45 years ago. During that time both medicine and pharmacy have been almost wholly revolutionized and the marked characteristic of the change in medicine has been a tendency toward a high degree of specialization. Fifty years or more ago, when the present method of organization of our medical supply service was adopted, the physician knew more of drugs and less of medicine than he does now. Then it was not unreasonable for the authorities to intrust the surgeons with the purchase, preparation and distribution of medical supplies. Now since pathology, bacteriology and other special branches form part of the medical curriculum practical elimination of the intimate study of drugs save in their purely therapeutic relation has resulted. In pharmaceutical education during the same period there has been as complete a revolution and as great an improvement as there has been in medical education. At that time we had only three or four schools of pharmacy turning out annually a total of probably 50 graduates, with only the most meager technical instruction and with no preliminary educational requirements. Now we have something like 60 recognized schools of pharmacy graduating probably 5,000 students annually and giving them from two to four years of competent, highly specialized, technical instruction based upon a sound preliminary education. The total time of study required of students of pharmacy now is far greater than that which was then required of students of medicine.

The need for even greater specialization in military medicine has been recognized by the establishment of that excellent institution, the Army Medical School at Washington, but the advantages which would accrue from a recognition of specialization in pharmacy have not been obtained and physicians are still compelled to do pharmacists' work or leave it undone.

The proper method of recognizing this specialization is by relieving the surgeons of the army of the task of providing medical supplies and turning it over to a corps of highly trained, well-educated and intelligent pharmacists, men who are university graduates, skilled microscopists and analysts and who would by reason of their intellectual attainments be a credit to the service.

This corps should be headed by a colonel with the title of Pharmacist-General and for an army of 100,000 should embrace a total of about 148 officers ranging from colonel down to second lieutenant.

The hospital steward as at present provided for has a well defined and legitimate sphere of usefulness and should not be disturbed. His functions would not be trenched on by the members of the proposed corps, who would in reality release for other duties more than an equal number of medical officers. The Surgeon-General of the army admits the numerical inadequacy of his force and is urging Congress to enlarge it. If he will adopt the plan outlined in the paper on this subject in another column we believe that he will have but little difficulty in securing its adoption and in thus adding to the efficiency of the department in an economical manner by securing pharmaceutical officers of a lower grade to discharge duties now performed by medical officers of a higher grade.

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The New Remedies Compendium and Prices Current is printed in alternate issues of the AMERICAN DRUGGIST.

THE APPLICATION OF THE PRINCIPLES OF BACTERIOLOGY IN PHARMACEUTICAL PRACTICE.<sup>1</sup>

BY HENRY KRAEMER, PH.D.

The studies on the physiology and morphology of micro-organisms have been applied not only for the amelioration of diseases but also extensively in the development of industrial processes. By no means are all forms of micro-organisms detrimental to health. In fact, very few of them are pathogenic—that is, disease producing—while the majority of them are to be looked upon as constituting scavengers of the earth, clearing the surface of refuse matters of various kinds. If you go out into the woods and look carefully over the rotting trunk of a tree it will be observed that there are hundreds of organisms at work, many of them being microscopic in size, each doing its part toward rendering to earth the things that are earthy, and at the same time preparing food, in the production of humus, for the plants of succeeding generations. In the decaying carcass of an animal a similar process goes on. It is, in fact, through the activities of the micro-organisms that the cycle of organic life is maintained and we have a continuance of life in a material sense.

While the study of micro-organisms in relation to disease has been practically developed within the last 25 or 30 years, we find by reference to literature that as far back as the time of Leeuwenhoek, in the latter part of the seventeenth century, some knowledge of the effects due to micro-organisms already existed. The motile organisms which Leeuwenhoek saw in infusions of decomposing substances were called by him *infusoria*. Later Pleuciz (1762) showed that wherever putrefaction occurred *infusoria* developed and multiplied. No attempt was made to determine whether the organisms were of animal or vegetable origin. Because of their microscopic size the term *microbe* was suggested by the French surgeon Sedillot. This designation was accepted by Pasteur, and on this account has been used quite generally, particularly by the French, the term now being understood to include all microscopic forms of life, whether animal or vegetable. By some the name *germ* is used synonymously with *microbe*. In a biological sense it has a more special signification and applies to embryonic forms of life in both animals and plants—that is, in the seed, spore or egg. According to Harvey, "a germ is a portion of matter potentially vital and having within itself a tendency to assume a definite living form." We thus see that the term *microbe* should be applied to micro-organisms when in an active condition, whereas the word *germ* should be applied to them when in the resting stage.

Frequently the term *bacteria* is also applied in a general way to micro-organisms, but it should be understood that the *bacteria* constitute but one of the classes or subdivisions of micro-organisms.

## A CLASSIFICATION OF MICRO-ORGANISMS.

We can obtain a very good idea of the different classes of micro-organisms by a study of those forms occurring in water and the atmosphere. These belong to both the plant and animal kingdom and may be subdivided as follows:

## I. Plants, including—

A. *Fungi*, the principal groups of which are—

- (a) *Schizomycetes*, including bacteria;
- (b) *Saccharomycetes*, including the yeasts;
- (c) *Phycomycetes*, including the common black mold, *Mucor mucedo*;
- (d) *Mycomycetes*, including the blue-green mold, *Penicillium glaucum*.

B. *Algae*, the principal groups of which are—

- (a) *Bacillariaceae*, including diatoms;
- (b) *Schizophyceae*, including a number of forms which give a disagreeable odor and taste to drinking waters.

## II. Animals, including a number of protozoa, which are present in drinking water.

## Biological Principles.

While we have to admit that life on the earth must have had a beginning, still the theory of spontaneous generation in a

special sense has been discarded. In discussing the origin of life on the earth de Bary says that at some time organisms must have originated from unorganized but potentially organized substances, and to these intermediate forms of matter Nagell has given the name *proteim*. Of course the question arises as to why the transformation of these "potentially organized substances" does not still go on. But this is a problem which belongs to philosophical inquiry, and I will not pursue it further.

As a result of experimentation certain biological principles may be formulated which it is essential to understand and apply in the study of micro-organisms.

1. Life manifestations are only revealed through living protoplasm—that is, life is not manifested in any other form of matter.
2. The life of all organisms is transmitted through protoplasm from parent to offspring, and there is no life save as transmitted through previously existing protoplasm. *Omne vivum ex ovo*.
3. The conditions affecting protoplasm, or the growth of the individual organism, are food, temperature, air and light and moisture, and their influence varies with the individual or class.

The acceptance of the first two propositions were necessary for the overthrow of the theory of spontaneous generation in a special sense. That is, according to the observed facts, organisms do not arise *de novo*, and the establishment of the law or principle has proved of the greatest utility in bacteriological work. It is to the thorough appreciation of the conditions affecting growth of the individual organism that the excellent work of Pasteur, Koch and others in combatting disease was mainly due.

## PASTEUR'S DISCOVERY OF VACCINATION AGAINST RABIES.

Pasteur early recognized that each kind of organism had its own particular food, and he resolutely set about in all cases to ascertain the food required. When, for instance, he was working out the nature of hydrophobia or rabies in man, he found that the organisms causing this disease lived on the highly organized food of the nerve centers. He communicated the disease to different animals by taking the nerve tissue of animals having died of rabies (as from the brain of a mad dog) and bringing it in direct contact with the animal to be infected (as the brain of the rabbit). In experimenting with various animals he found that they responded differently; for instance, with rabbits he found that the virulence was more intense than in dogs, whereas in the case of monkeys the virulence was much attenuated. As a result of his experiments along this line he found that by injecting into dogs the attenuated virus of the monkey he was able to render them immune to rabies. Pasteur also found that it was also possible to vaccinate man against the disease.

## INFLUENCE OF TEMPERATURE.

That each organism has a certain optimum temperature at which it develops best was also shown by Pasteur. While studying the organism causing anthrax he found that birds were immune to the disease because of their high body temperature, which is about 42 degrees C. But by reducing the temperature of certain fowls to about 38 degrees C. by placing them in water at 25 degrees C., they contracted the disease. But when they were allowed to move about and regain their normal temperature they recovered. On the other hand, he found that frogs were immune to this disease because of their low body temperature, but that they also became susceptible to the disease when their temperature was raised.

## AEROBIC AND ANAEROBIC ORGANISMS.

The influence which the presence or absence of air has on micro-organisms is also well known, and depending upon this two classes of these organisms are distinguished—namely, aerobic, or those requiring oxygen for their growth or development, and anaerobic, those which do not require air or oxygen for their development. These distinctions are, however, only true within certain limits, for there are certain organisms, like diphtheria and tubercle bacilli, which, while classed with the

<sup>1</sup> Read at a meeting of the Manhattan Pharmaceutical Association, New York, December 18, 1905.



aerobic organisms, still may grow to a certain extent where there is very little or no oxygen, and under these conditions are spoken of as *facultative anaerobes*. In the same way there are also facultative aerobes, although these occur more seldom. Organisms which absolutely require oxygen for their development, as the bacillus of influenza, are termed *obligative aerobes*, whereas those which cannot survive in the presence of oxygen are known as *obligative anaerobes*.

#### INFLUENCE OF LIGHT AND MOISTURE.

That light has a decided influence upon the development of micro-organisms is also well recognized. Certain organisms, as the chromogenic bacteria, thrive best when exposed to sunlight, whereas most other micro-organisms are killed by exposure to the direct rays of the sun. These latter include most of the pathogenic forms which are harmful to man, as tubercle and typhoid bacilli.

Another factor to be considered in the life history of these organisms is moisture. While, perhaps, the majority of these organisms require moisture for their development at certain stages, still it is known that the spores of certain micro-organisms may be dried and still retain their vitality for months and even years. What is even of greater interest to the pharmacist is that certain bacteria, yeasts, the spores of some of the common fungi, as mucor and aspergillus, and the seeds of certain higher plants, as flaxseed, will retain their vitality even after having been immersed in absolute alcohol for several weeks or even months.

#### BACTERIOLOGICAL TECHNIQS.

Principally because of the minuteness in size of micro-organisms different technics is required in their study from that required in the study of the higher plants. In the first place it is difficult to isolate them so as to be able to study individual forms. Another difficulty is to prevent contamination after they are isolated. And even though a pure culture is obtained it is difficult on purely morphological grounds to differentiate the various forms, as they are all so much alike.

While it is comparatively easy to prepare a sterile solution—i. e., one in which all life is destroyed—it is very difficult to prevent contamination under ordinary conditions. Even when a cork or glass stoppered bottle is used for keeping liquids it is difficult to prevent the entrance into and development of micro-organisms in the liquids. The use of stoppers consisting of plugs of absorbent cotton was first suggested by Schroeder and von Dusch in 1854. They found that if flasks containing decomposed liquids were stoppered with absorbent cotton and the liquid boiled for some time that the liquid would keep indefinitely.

#### STAGES OF DEVELOPMENT OF MICRO-ORGANISMS.

It remained for Koch and Pasteur to show what took place in the boiling of the liquid, and at the same time develop the principles of sterilization in bacteriological work. They discovered that micro-organisms have two stages of development, one of which is active and the other resting, the latter being known as the egg, or spore, condition. They found that the organisms in the active condition were completely destroyed on heating the solution containing them for 30 minutes at 100 degrees C. If this solution was allowed to stand for 24 hours or longer there would be evidences of decomposition, which was due to the fact that the spores representing the resting stage of the organism were unaffected by the first heating and developed into the active stage. They found that if the solution was heated on the second day for 30 minutes at a temperature of 100 degrees C., the second crop of organisms was destroyed, but it was found that the solution might still undergo decomposition in the course of time, owing to the later development of a few remaining spores. They found that heating on the third day was sufficient to kill all of the spores as well as the organisms in the active stage. By repeating these experiments they confirmed their observations and established the process known as *discontinuous sterilization*, which simply means that if a solution of a decomposing substance is heated on three consecutive days for 30 minutes at a temperature of 100 degrees C., the flask or bottle being stoppered with absorbent cotton, it will keep indefinitely. Instead of using a

plug of absorbent cotton the neck of the flask can be drawn out into a narrow tube and directed downwards. This is practicable for the reason that the micro-organisms in the air are drawn downward with particles of dust rather than upward. In the case of absorbent cotton they are simply held in the meshes of the cotton. The time required for producing a sterile solution—that is, one free from micro-organisms—can, however, be much reduced by increasing the temperature or pressure, or both. By use of the autoclave, in which the pressure can be increased from 10 to 20 pounds, sterilization can be accomplished in 30 minutes by using a temperature of 110 degrees C.

#### THE DIFFICULTY OF ISOLATING THE ORGANISMS.

As already indicated, one of the greatest difficulties is to isolate the organisms. In a cubic centimeter of water there may be a million organisms. In trying to solve this problem it occurred to Koch that if he could secure a medium which was solid at the ordinary temperature and liquid at a slightly higher temperature, he could mix a certain quantity of liquid containing microorganisms with the medium in a sterile condition, and then by solidifying the mixture the organisms would be fixed, and thus from each organism a colony would be developed which could be isolated and further studied. We are indebted to Koch for the solid culture media, like nutrient gelatin and agar, without which we would be practically helpless so far as the study of these organisms is concerned.

#### Practical Application.

Not only are many diseases due to micro-organisms, as already indicated, but as is well known to the scientist the decomposition and spoiling of many articles of daily use are also due to them, as in the decaying of fruits and vegetables, the souring of milk, the putrefaction of meats, the spoiling and deterioration of solutions of chemicals and pharmaceutical preparations. It is thus seen that these organisms are really a source of great loss to us in a material or commercial sense, and besides our lives may be endangered by reason of the toxic principles which are produced by some of them. On the other hand, micro-organisms play an important part in some of our large industries, as in the fermentation and brewing industries, so that on the one hand we endeavor to combat and destroy them, and on the other to foster their growth.

#### CONDITION OF CRUDE DRUGS IN THE MARKET.

An examination of crude drugs shows that they are literally infested with micro-organisms, these being derived from the soil, water, air and from the handling of them. While it is true that many of the micro-organisms which we would naturally expect to be present in crude drugs are destroyed by drying and exposure to light, still we have seen how resistant the spores of some of these organisms are, and though comparatively harmless in this resting stage they may afterward develop and propagate under more favorable conditions, as when preparations are made from the drugs contaminated with them.

Most roots and rhizomes hold in the fissures and clefts an appreciable or considerable amount of soil. In a few pounds of spigella we found a piece of soil weighing about 50 grammes. And recently a bundle of Mexican sarsaparilla weighing a little less than two kilos contained over 500 grammes of soil, which curiously was inclosed in the center of the bundle.

A microscopic examination of most drugs will show upon the surface a greater or less number of particles of dirt, and we have shown that this partly accounts for the higher percentage of ash in finely powdered drugs.

In some cases it is true that the drugs are prepared for the market by washing them, or even the periderm may be removed, but even here there is a certain amount of contamination, due to the water used and to the handling of them. Again, drugs which are dried in the open are more likely to be contaminated than those dried under cover.

In the process of curing of certain drugs, as gentian, the solanaceous leaves, vanilla, etc., fermentation changes take place, which, like those in the curing of tobacco, may be induced by micro-organisms. Each drug has a flora of micro-organisms more or less peculiar to itself, just as the insects infesting drugs are peculiar to certain of them. This can be very

easily demonstrated by taking the drug and placing it in sterilized water, when after about 24 hours it will be seen by placing a drop of water under the microscope to be alive with organisms, and also show signs of fermentation. I have even taken drug material, soaked it up with sterile water, decanted the liquid, placed the drug in 60 per cent. alcohol, and found after a year or two, as the alcohol evaporated, that the surface of the drug would be covered with micro-organisms. I have here some specimens which are eight years old and still show the presence of these organisms.

#### STERILIZATION.

Every pharmacist knows that a great many vegetable drugs are liable to be infested with insects, in even those drugs where we would hardly expect their presence, as belladonna, aconite, capsicum, etc.

Furthermore, the pharmacist is well aware how prone many preparations are to spoil, and here but little guidance or help is afforded by the Pharmacopœia. In those cases where glycerin is directed it is not entirely clear whether it is intended as a solvent only or as a preservative, but in general pharmaceutical practice it is probably used mostly as a preservative.

When one considers that the best potable water obtainable is practically diluted sewage, the definition of water as given in the Pharmacopœia is, to say the least, inadequate. According to the Pharmacopœia (1900), water is defined as "potable water in its purest obtainable state." True, a number of chemical tests are given, but none providing for purity so far as micro-organisms are concerned, and these are the chief cause of the spoiling and deterioration of pharmaceutical preparations.

We have seen that if we heat a solution to 110 degrees C. for 30 minutes the organisms are all destroyed both in the active and in the spore or germ stage. Heat under these conditions is a *germicide*. We have also seen that if we heat a solution at 100 degrees C. for 30 minutes only the organisms in the active stage are destroyed, the spores being later able to develop. Heat applied in this way is an *antiseptic* or *disinfectant*. We will further find that if a solution is kept at a temperature of between 25 and 45 degrees C. that the growth of most organisms will be accelerated, but if the solution is cooled to zero growth of the organisms is practically at a standstill, but the organisms are not destroyed and will continue to grow if the temperature be raised again.

In the same way we have four classes or degrees of effects due to chemicals, depending upon the strength in which they are used. For instance, corrosive sublimate solution of a strength of 1 to 500 acts as a germicide; in a strength of about 1 part to 1,000, as an antiseptic, while in a weaker strength of, say, 1 part in 10,000, it may even accelerate or stimulate growth, and in a still weaker strength it has no effect. Probably the best illustration of this point is afforded by the effects of alcohol on man, where in large doses it acts as a poison and in small doses as a stimulant or even a food under certain conditions.

#### THE BEST PRESERVATIVE.

The sterilization of pharmaceutical preparations, whether by means of heat or chemicals, requires considerable amount of thought and skill. Not infrequently one runs across the question as to the best preservative to be employed in keeping preparations which do not contain alcohol, and the usual answer is to add 5 per cent. of glycerin. Here the matter rests, without pains being taken to know whether the added glycerin really acts as a preservative, and so it is with many other preservatives. As a matter of fact the addition of preservatives, as of glycerin in the proportion given above, accelerates the growth of the micro-organisms present, and thus contributes to the decomposition of the preparation. The experiments of Rosenau on the antiseptic and germicidal properties of glycerin throws considerable light on this subject. He found that, as a matter of fact, glycerin has but feeble germicidal properties, but in 50 per cent. solutions it acted as an antiseptic, while in solutions having a strength of less than 10 per cent. the growth of a number of forms of micro-organisms was accelerated. These observations are borne out by every worker who uses dilute solutions of glycerin in microscopical work.

Then too many chemicals which are considered to be efficient preservatives or germicides are only partly so, as certain organisms will grow in their solutions. I have frequently noticed strong growths of molds in saturated solutions of boric acid.

The saying that cleanliness is next to godliness has acquired an added significance in these days. Cleanliness is not only desirable from an æsthetic point of view but is of great moment from an economical point of view. In the first place, it is highly desirable for the pharmacist to keep his store as clean as possible. One of the main points to be established is that all dust should be removed by wiping and washing, and the dust brush should be entirely discarded. Probably the best way to prevent dust arising in sweeping is by the use of moist sawdust.

Another important item, especially when making preparations, is that the hands should be well cleansed. For all practical purposes the hands can be cleaned very simply as follows: They should first be washed, using a good brush and soap; then a little chlorinated lime and a little sodium carbonate are made into a paste with water, and the hands thoroughly rubbed with this for a minute or two and afterward washed and rinsed with sterile water, the supply of which can be kept in a suitable container over the sink.

While it would make one almost frantic to try to keep all utensils and apparatus in a sterile or absolutely clean, from a bacteriological point of view, still the more this is done the better, and like in many other cases the greatest cost is in the beginning. Very many stock bottles can be sterilized by the use of a few drops of chloroform. This would apply especially to bottles which could not be heated on account of the manner of attachment of the labels or for other reasons.

#### THE CHEAPEST AND EASIEST WAY OF STERILIZING BOTTLES

is as follows: They should first be cleaned in the usual way, using tap water, then rinsed once or twice with sterile water, then allowed to drain, and when dry stoppered with a plug of absorbent cotton, and then heated in a drying oven at a temperature of 125 to 130 degrees C. for 30 to 40 minutes. It is very desirable to have on hand bottles of this kind for dispensing solutions of the alkaloids, eye waters, citrate of magnesia and other preparations.

While there are a number of chemical germicides and antiseptics which can be used by the pharmacist, still these should not be used for various reasons. In almost all cases galenicals can be sterilized by the use of heat, discontinuous sterilization being the safest procedure in this instance. Care should be taken not to prolong the heat beyond 30 minutes, and the flame should not be any higher than is absolutely necessary to maintain the proper temperature, for the reason that there may be a varying number of heat units in steam as well as in boiling water.

It is quite easy to render sterile most preparations which under ordinary conditions would spoil sooner or later, and keep them so indefinitely providing they are not disturbed.

Very often pharmacists make preparations under sterile conditions without probably realizing it in all instances. I have here an interesting specimen of syrup of acacia which was prepared by Mr. Haussmann, of Philadelphia, in 1898, and which notwithstanding the proneness of this syrup to decompose is still in good condition, the bottle probably not having been unstoppered since the syrup was prepared. The bottle was probably sterile, it being a listerine bottle. The syrup was prepared from distilled water, and was prepared by means of the heat of a water bath. But it is practically impossible to use the preparation without contaminating it, and it would be impracticable to sterilize the preparation each time that some of the preparation is used. Under similar circumstances the bacteriologist is compelled to sterilize nutrient media and materials which he handles.

#### A STERILE CONTAINER.

For some years I have been giving attention to this matter, with a view to devising a container for liquids which would keep the preparations in a sterile condition and at the same time do away with the necessity of sterilizing the preparation each time after using it. At first it occurred to me that a bot-

tie with a siphon might be used, the stopper being of absorbent cotton, but of course this did not answer the purpose. I then devised a bottle which was described at the recent meeting of the American Pharmaceutical Association. An ordinary bottle is fitted with a rubber stopper, perforated so as to allow of the introduction of two glass tubes. These tubes are bent at right angles and the free ends directed downward, this being in accordance with the tendency of microbes to fall downward rather than to rise, and thus their entrance into the free end of the exit tube is obviated. The tube through which the air is forced for expelling the liquid has inserted in it a small plug of absorbent cotton for filtering the air, and is connected with an atomizer bulb. The bulb can, of course, be detached and used on other bottles. [The bottle is described and illustrated on page 232.]

#### THE METHOD OF MAKING STERILE PREPARATIONS

and of using this bottle is as follows:

1. The bottle is washed in the usual way, then rinsed with sterilized water. It is then allowed to drain, and when dry is heated in a hot air oven at a temperature of 130 to 150 degrees C. for from 30 to 45 minutes.
2. The preparation is placed in the bottle so sterilized immediately after being prepared. The bottle is stoppered with a loose plug of sterilized cotton and a paper cap placed over the mouth. The bottle containing the preparation is then placed in a steam sterilizer and heated at a temperature of 100 degrees C. for 30 minutes on three consecutive days.
3. The rubber stopper and attached tubes are sterilized in a steam sterilizer at 100 degrees C. for from 30 to 45 minutes, or better in an autoclave at 110 degrees C. for 15 minutes.
4. Before sterilizing the preparation the third time, as given above, the absorbent cotton and paper cap are removed from the bottle, and the previously sterilized stopper and the attached tubes are introduced.
5. When cool the preparation can be used as needed by attaching the atomizer bulb and expelling the liquid in the ordinary way.

It is needless to state that while the majority of pharmaceutical preparations can be sterilized in the manner described there are others where heat may assist in hydrolysis, as of solutions of cocaine and some of the alkaloids, or because of decomposition of certain principles, as of lemon juice. Again, the mere solution of a salt, as of chloral, will cause certain changes. Substances of this kind should not be kept in solutions. But the solutions should be prepared when needed, and by using sterile bottles and sterile water the chances for deterioration are very much lessened.

An examination of certain syrups, as of acacia and tolu; of infusions, as of digitals, and even tinctures, as of kino, has shown that the cause of deterioration is due to microorganisms, and that this can be obviated by sterilization with heat. We have in some instances isolated the organisms in the spoiled preparations and by inoculating sterile preparations with the organisms have caused them to spoil almost immediately, while sterile preparations have kept for several years. In the case of tincture of kino we have inoculated tinctures containing respectively 25, 50, 75 and 100 per cent. of 95 per cent. alcohol, thus causing them to gelatinize. Specimens of the gelatinized tinctures and of the organisms causing the gelatinization I now show you.

#### THE CAUSE OF RANCIDITY IN OINTMENTS.

We are at present investigating the causes of rancidity in ointments, and unquestionably it is due to microorganisms. There is considerable difficulty in isolating these organisms, but I have here a specimen of suet which shows a growth of organisms which reminds one of the growth on certain cheese, this specimen having been kept in a closed vessel since 1901. The composition of the suet has been so changed that it is now covered with a leathery coating consisting of the mycelia of a mold, this resembling the papery growth which one sometimes finds in the marshes and which is due to a filamentous alga.

I perhaps do not need to enlarge upon the practical side of this subject further, particularly as it relates to pharmacy. Beginning with the investigations of Biasoletto, of Trieste, in

1882, and of Kutzling in 1884, there have been a series of papers bearing on this subject. Even within the past few days I learn through the *Botanische Zentralblatt* that an investigator of the Paris School of Pharmacy has isolated several new molds found in drugs.

In these days, when the standards require that preparations and drugs should be of fair quality, it is important that the pharmacist should have a knowledge of the factors causing deterioration and be able to utilize methods for preventing this. Permit me to give one more instance in this connection. A little more than a year ago one of my students said that he had noticed that a certain store advertised a quantity of mustard seed at 2¼ cents a pound. He furnished us with 5 pounds of the material, and we found that it was admixed with other seeds and that none of the seeds would germinate. There were white spots on the mustard seeds, which we found to contain relatively large starch grains. Bacteriological cultures were made from these seeds and we obtained an organism which when placed on good mustard seeds contained in a Petri dish with a little moistened absorbent cotton, thereby produced white spots on the seeds which contained similar starch grains. The formation of these starch grains was probably produced by the organisms from the mucilage contained in the mustard seed.

(Written for the American Druggist.)

#### ON CASTILE SOAP.

By J. B. MOORE,

Philadelphia.

White castile soap, which is nowadays about the only kind for which there is any demand—the mottled variety having fallen almost entirely into disuse excepting for veterinary purposes—is, when pure and properly made, a soda and olive oil soap, and is supposed to be practically neutral, and when fresh usually contains about 21 per cent. of water, but by the time the soap reaches the hands of the retail pharmacist its percentage of water will vary according to the conditions and circumstances under which it has been kept. When bought from the jobbers in unopened boxes the proportion of moisture calculated as water may not average more than from 15 to 18 per cent. Of course, the percentage can only be approximated as some lots may contain more and some less. After the package has been opened and the soap allowed to remain neglected, perhaps, for a time in a dry atmosphere, it will soon dry out, become hard and discolored, and the bars become warped, as every pharmacist knows. In this condition it maybe has lost 10 to 12 per cent., or more, of its water. Therefore, when the soap is sold in this condition, the pharmacist, when adjusting his price by the pound or bar, must not be unmindful of the loss sustained by exposure and desiccation.

The well-known "Conti" brand of castile soap is the purest and best soap made. I have tried many other brands of the market at different times, but none in my experience and judgment could bear comparison with "Conti" in quality. I have never found anything that pleased my customers so well, or gave such universal satisfaction. I have been selling it almost exclusively for many years, and cannot recall a single complaint, or even a hint of dissatisfaction concerning it. There has been a large and continuous demand for it. I have always found it constant and uniform in quality, and I believe it as neutral in its composition as it can be made, and being a pure olive oil soap it is emollient, healing, soothing and sanitary in its effects. It is really the most desirable soap for use in the nursery and toilet, and is the only unmedicated soap that ought to be used for washing sores, ulcers, wounds and for all diseased surfaces.

The legion of fancy soaps which burden the market of the present day has to a great extent superseded the castile soap, and especially among the fashionable set. But this popularity has not been acquired through intrinsic merit. The elegant form in which they are put upon the market, together with the sweet and fascinating perfume of the soaps, has given them a fictitious popularity and an *entrée* and ready welcome into the toilets, boudoirs, and even into the nurseries of not only the

*élite* but of nearly all classes of our people. I have, however, always had grave doubts as to the purity, healthfulness, and even the safety of these soaps, and especially as to their fitness for use in the nursery and toilet. The aggressive and fierce competition between the various manufacturers in their struggle for place and business and in their price-cutting encounters would naturally prompt them to cheapen the price of their products until quality might cease to have rating with some of them; consequently many of their soaps would be likely to be made in an indifferent manner, and some perhaps of an inferior quality of material, as this can be done with impunity, as their friend and protector, the strong perfume, would cover all these imperfections. The more expensive and higher grades of fancy soaps may have their redeeming features.

Notwithstanding the encroachments of the fancy soaps there is still and ever will be a steady and constant demand for castile soap and from all classes of people.

Now, in order to have the soap present a more elegant and attractive appearance, it has been my custom, after the soap has become sufficiently dried so as to be just firm enough to handle, to wash the bars in lukewarm water with a soft sponge to remove all adhering paper, dirt or other extraneous matter, and with a sharp knife cut or scrape off all dark spots or other unsightly disfigurements, and then rinse the bars quickly in cold water, wipe them, and stand them on end until they have thoroughly dried. It is astonishing how much the appearance of the soap will be improved by a little washing, cleaning and trimming of this kind. The trifling loss of soap during this treatment, if the operation is done quickly and with judgment, is hardly worth considering.

Bars of soap presented to customers in this white, clean and improved condition at once attract attention to the beauty of the soap and enhance its quality in the estimation of customers. Any commendatory remarks which an adroit and intelligent salesman is likely to make about the superiority of the soap will command respect and confidence, as its very appearance will tend to corroborate what he may have to say.

Castile soap is always kept on hand ready for sale by all pharmacists in 5 and 10 cent cakes; also by some in  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 pound pieces, where there is a demand for larger cakes. The 5 and 10 cent cakes should be cut with care into regular and uniform sizes and shapes. Four or 5 ounces form a good, generous sized 10-cent cake. The 5-cent cakes should not be made too small or too thin. To form these 5-cent cakes I had for years adopted the plan of cutting the 10-cent cakes crosswise and as nearly through the center as possible. This forms a good, solid cake that will wear well. Then the rough and ragged edges of the cakes should be cut and smoothed off, as far as practicable, by running the sharp edge of a knife over them; otherwise, when the cakes become dry and hard their sharp edges in washing will continue to hurt the hand until they get worn off. In fact, all irregular surfaces which mar the uniform and shapely appearance of the cake should be carefully cut or shaved off. Of course, this trimming and dressing must be done with care and some judgment so as not to unnecessarily mutilate or waste the soap. When this preliminary treatment has been completed the soap should be quickly rinsed off, one cake at a time, with cold water, to smooth it and to remove all adhering particles. The cakes should be wiped and set aside immediately, each one resting on its edge in a dry atmosphere until it is well dried, after which they should be wrapped in waxed paper, with the following suggested label on it:

#### WHITE CASTILE SOAP (strictly pure).

This is the veritable "Conti" brand of imported castile soap. The finest soap in the world! Made of pure olive oil and soda. Neutral, and as bland and soothing as fresh cream. Its detergent properties are unequalled, and its perfect purity and blandness peculiarly qualifies it for the nursery, the bath, and for all purposes, either *lavatory* or *medicinal*. If you value a *soft, smooth* and *healthy* skin avoid all cheap and impure soaps.

This is a copy of the label I have always used. Its wording may be changed.

That portion of the soap wrapped and labeled which is not

required for immediate use should be carefully put away in a suitable box, can or drawer where it will keep in good condition.

I should advise every pharmacist to provide himself with a large, heavy tin container with a closely fitting hinged lid of sufficient capacity to comfortably hold an original box of castile soap. The bars should then be placed in the container so as to allow of each bar being stood on end. Placed in this position the bars will not stick together, and are always easily removed. The bars may be transferred to the container as soon as received and opened, but if they should be very moist, as some lots are, I have always first stood them upon end in a dry atmosphere until they dry out to a desirable condition to be cleaned and put away. I would here state that I always placed in the bottom of my container a board for the soap to rest upon, cut to fit loosely at the bottom of the container, which is much better than to allow it to rest upon the tin bottom of the container. Furthermore, the container should be thoroughly washed and well dried each time before refilling. The container will preserve the moisture of the soap and keep it clean and in good condition.

I think it would also be desirable for the particular pharmacist to have a suitable smaller tin box with a tight-fitting hinged lid made to hold the soap after it has been cut into 5 and 10 cent cakes and other sizes which are kept on hand for retailing. This box would preserve the soap clean and in good condition, prevent it from drying and becoming hard, and would also tend to prevent it from warping and growing discolored.

Soaps of all kinds, and especially the fancy soaps, after they have been exposed for sale for any length of time become soiled, dirty, faded, and often much discolored. All these soaps can frequently be renovated and very much improved in appearance by a quick, dexterous and gentle washing, one cake at a time, with cold water and a small, fine sponge, and then immediately and carefully wiping with a soft and absorbent rag. After the soap has become thoroughly dry, it may be lightly but quickly rubbed and polished by means of a fine piece of chamols or soft cloth. Those who have never tried it will be surprised at the improvement that can sometimes be made in the appearance of soaps that have gotten in bad condition by age and exposure. If the soap has become scratched or slightly broken, the injured parts may be smoothed and carefully dressed off by the dexterous use of a suitable knife. Only a little judgment and practice are necessary to produce the best results.

Many pharmacists may consider all this painstaking care in the handling of soaps as unnecessary, but they are mistaken. To the industrious and ambitious man this should be considered a labor of love, and especially when he appreciates the little touch of elegance which it gives to his business methods and the enhancement of his reputation which it promotes.

#### Noordyl Drops.

*L'Union pharmaceutique* gives the following as the composition of Noordyl's drops, the analysis being by Arends and Zernick:

|                                 |           |
|---------------------------------|-----------|
| Dilute alcohol.....             | Gm. 32.50 |
| Oil of tar (emphyreumatic)..... | Gm. 5     |
| Oil of birch tar.....           | Gm. 5     |
| Oil of peppermint.....          | Drops 2   |
| Oil of aniseed.....             | Drops 2   |
| Saccharin.....                  | Gm. 0.05  |
| Potassium sulphide.....         | Gm. 2     |
| Tincture of castor.....         | Gm. 2     |

**Cultivation of Opium in the German African Colonies.**—According to Braun (*Der Pflanzer*, 1905, No. 11-12), Hammerstein, in 1886, was the first to suggest the cultivation of opium in German East Africa. The first attempts in this direction were made at Kwai, the seeds having been imported for that purpose from Smyrna. As but few plants grew from these first attempts no accurate analyses could be made at that time. An examination of some later growths revealed that the dried opium derived from these plants contained 13.49 per cent. of morphine, and Braun calls attention to the fact that German East Africa is likely to be an important field for the cultivation of opium in the future.

## THE IPECAC ROOT OF THE PHARMACOPŒIA.

BY I. V. S. STANISLAUS, PHARM.D.

Demonstrator of Pharmacy, Brooklyn College of Pharmacy.

At the regular monthly meeting of the Kings County Pharmaceutical Society, held in the Brooklyn College of Pharmacy on December 12, Dr. I. V. S. Stanislaus presented a paper on Ipecac which gave rise to an interesting discussion. The paper included a formula for syrup of ipecac which the author considers an improvement on the official syrup, and this is given in the abstract presented below:

Dr. Stanislaus began by saying that ipecac, by reason of its wide and varied adaptation in medicine, would seem to deserve a more prominent place in practice than it occupies.

The first mention of ipecac in literature was contained in an account of Brazil written by a Portuguese friar, a resident of that country from 1570 to 1600, and published in London by Purchas in 1625, under the title, "His Pilgrimes." Here it is described as "Igecaya" or "Pigaya," "a remedy for the bloody flux." Its introduction into medicine is credited to Docteur Le Gras, a French physician, who was the first to recognize its properties and uses. He made his experiments public in 1672.

The plant itself was, however, already known in Europe between the years 1636 and 1641. The credit of describing the plant and the drug justly belongs to Marcgraf and Piso, who first identified ipecac during their travels in Brazil. Their "Natural History of Brazil," which is an account of their scientific exploration of that country, and published in 1648, recognized two varieties of ipecac: The brown, *Cephaelis Ipecacuanha*, and the white, *Ipecacuanha blanca*. This white variety was in reality the *Richardsonia scabra*, St. Hillaire, a root of pure whiteness when fresh but acquiring a brownish-black color by age. The dark variety is the preferred medicinal sort. In the time of Louis XIV of France ipecac appeared on the market as a secret nostrum, and it was lauded and praised so wonderfully that the King's attention was attracted, and he paid a Dr. Jean Adrien Helvetius the sum of one thousand louis (a very large sum in those days) to learn the secret of the drug's identity; besides, he granted the vendor the exclusive rights for its sale.

Dr. Leibnitz, a German physician, in his work, "*De Nova Antidysenterico Americano*," published in 1696, was one of the first that seriously called the attention of the profession to its use.

At the beginning of the eighteenth century the commerce in ipecac was exclusively in the hands of the Portuguese, who made use of the opportunity to charge outrageous prices for it. This condition of affairs lasted until English competition tended to lower the price to its present reasonable rate.

## THE ACTIVE CONSTITUENTS OF IPECAC.

Among the proximate principles found in ipecac are the alkaloids named respectively emetine ( $C_{12}H_{21}NO_2$ ), cephaeline ( $C_{14}H_{25}NO_2$ ) and psychotrine; the formula of the last named has not as yet been determined, and a fourth alkaloid announced by Paul and Cownley in 1895 which remains unnamed; the other constituents represent starch of about 40 per cent., some sugar, resin, wax, fat, a trace of a volatile oil and coloring matter. All modern pharmacologists are agreed that the root owes its activity to the presence of alkaloids, though it has been demonstrated that its antidyenteric action does not at all depend on the alkaloids. Recently it was announced that cephaelic acid, a glucoside, closely resembling caffeotannic and kinic acid, which likewise holds all the alkaloids in natural combination, is responsible for its antidyenteric properties. Which of these investigators is right only time and the ever-broadening field of pharmacological investigation will determine. This much is true, however, that the physiological action of the respective alkaloids is far from identical, emetine being expectorant and cephaeline emetic. In this regard the naming of the ipecac alkaloids is unfortunate, and the terms should be reversed. The alkaloid, emetine, was first isolated by Magendie in 1817, in a very crude state; others who worked on the alkaloid, and whose labors should be recorded, were

Lefort, Dumas, Podwysocki and Pelletier. Podwysocki's pure emetine was obtained by Kunze in 1887 and by Cownley in 1894. Podwysocki regarded the commercial emetine a mixture of cephaeline, choline and emetine.

Chemically, emetine belongs to the tertiary diamines, presenting in its pure state a colorless, amorphous powder, easily decomposed and soon acquiring a brownish color. Such brownish emetine is much inferior to the purer white alkaloid.

The Carthagena, Columbia or New Granada ipecac, which came into use during the last two decades, is a cheaper variety obtained from *Cephaelis acuminata* Karsten. The appearance of the root is not unlike the Rio variety, but it is about one-half thicker, and is of a dull-grayish color, whereas the Rio variety is distinguished by a ferruginous-brown or an occasional blackish-brown color. The very slight, peculiar odor and bitter, nauseous, somewhat acrid taste are uniformly the same in both varieties. While the Rio variety is usually preferred, the Carthagena root is now more common. The so-called "wiry" roots of the Rio variety are especially rich in the alkaloids peculiar to the drug.

The distribution of the alkaloids in the two varieties is interesting, while the Rio variety yields from 1 to 2 per cent. of emetine and from 0.25 to 1 per cent. of cephaeline, the Carthagena variety contains from 1.16 to 1.94 per cent. of emetine and from 0.59 to 1.3 per cent. of cephaeline. This shows that the ratio of alkaloids in the Rio variety is about 3 parts of emetine to 1 part of cephaeline, while the ratio in the Carthagena variety is of 0.8 parts of emetine to 1.25 parts of cephaeline. The eighth decennial revision of the United States Pharmacopœia recognizes both the Rio and the Carthagena varieties of ipecac, providing they fall within the alkaloidal assay requirement, which is set at 2 per cent. of total alkaloids.

The author of this paper read a paper before the Indiana Pharmaceutical Association in 1900 on The Comparative Value of the Various Assay Methods for Ipecac, in which the superiority of Keller's method was discussed. Good, average samples of Brazilian ipecac yielded 2.98 per cent. of the total alkaloids, when assayed by the Keller process. As early as 1874 Dragendorff in his work, "*Ueber die chemische Werthbestimmung einiger starkwirkender Drogen und der aus ihnen angefertigten Arzeneimischungen*," gave a method for assaying ipecac root which depended on the estimation of the emetine by titrating with Mayer's solution, an alcoholic solution of the root, acidulated with sulphuric acid. This method has many negative qualities, especially with reference to the end reaction and the precipitation of the choline and coloring matters.

In the powdered state ipecac is frequently adulterated with the spuries, cocillanna and asclepias, all of which possess similar properties. As said before, the alkaloid emetine is unstable. Owing to its instability then the powdered root and preparations of ipecac are preferred to the alkaloid. At the present time ipecac is used mostly as an emetic, but much more often in smaller doses as an expectorant and diaphoretic. In India, where it is employed as a specific for dysentery, and given in doses of 2 grammes, the mortality in the cases thus treated has greatly diminished. Its external behavior is peculiar. In the form of a 20 per cent. ointment with lard applied by innunction it not only irritates the skin, but also the membrane of the stomach, the bowels and the salivary glands; it causes a peculiar coughing and unpleasant sensation of burning in the chest. Lately R. Blouel recommended enemas of ipecac in chronic constipation. Of the galenic preparations of ipecac the syrup is most frequently employed. In several of the Continental Pharmacopœias it is prepared by diluting a freshly prepared hydro alcoholic tincture with simple syrup, or by the simple admixture of the fluid extract with syrup. The U. S. Pharmacopœia of 1870 directed 5 parts of the fluid extract mixed with 95 parts of the syrup. The last two revisions direct a 7 per cent. syrup with acetic acid and glycerin added. From the standpoint of keeping qualities a syrup thus prepared leaves room for improvement, for the acetic acid causes the inversion of cane sugar and consequent souring.

The following formula obviates the above objections and



furnishes a syrup of good keeping qualities, prompt in its physiological action and expeditious of preparation:

*Syrup of Ipecac.*

Fluid extract ipecac.....30 Cc. or 1 fl. oz.  
Alcohol.....45 Cc. or 1½ fl. ozs.  
Ammonia water, stronger.....2 Cc. or 30 m.  
Syrup, U. S. P.....525 Cc. or 17½ fl. ozs.

Mix, let stand 24 hours and filter. This is practically a 5 per cent. syrup.

A sample of it kept well for 11 months at ordinary temperature and it is well worth a trial.

In discussing the paper Thomas J. Keenan called attention to the fact that the ipecac of the eighth decennial revision of the Pharmacopœia was not the definite root that was formerly official. He instanced the different alkaloidal content of the two roots of Rio and Carthagera ipecac respectively, the Rio containing the larger proportion of emetine as compared with cephaeline and the Carthagera root less emetine and more cephaeline. The emetine, contrary to its name, is the real expectorant principle, while the cephaeline is more emetic in its action. It was only of late years, he said, that the Government authorities would allow the Carthagera ipecac to enter this country, and the physician who prescribes ipecac to-day does not get the article which he prescribed ten years ago. It was true that the Pharmacopœia prescribed a standard of alkaloidal strength, but it did not specify any definite alkaloid.

Dr. Stanislaus received a vote of thanks, and was instructed to bring the subject to the attention of the medical societies in Brooklyn. In this connection the following editorial reference to the subject of Dr. Stanislaus' paper contained in the current number of the *New York Medical Journal* will be read with interest:

THE IPECAC OF THE PHARMACOPŒIA.

At a meeting of the Kings County Pharmaceutical Society held in Brooklyn on December 12 an important matter was brought forward in a paper read by Dr. I. V. S. Stanislaus, demonstrator in pharmacy at the Brooklyn College of Pharmacy. It was that of the indiscriminate inclusion in the new Pharmacopœia of both the Rio and the Carthagera ipecac roots under the common title of *Ipecacuanha*. Until five or six years ago the so-called Carthagera ipecac root (the root of *Cephaelis Acuminata*) was denied admission at any of the ports of entry of the United States. Then the growing scarcity of the Rio root (the root of *Cephaelis Ipecacuanha*) led to a demand on the part of drug importers for the admission of the more plentiful and cheaper Carthagera variety.

Perhaps there would be no objection to pharmacopœial recognition of the two roots if distinct names were given to them and if the preparations to be made from each root were clearly designated. Our reason for saying that their distinction is highly important lies in the varying amounts of the active alkaloids present in the two roots. The active therapeutic constituents of both roots are the alkaloids emetine and cephaeline, the third alkaloid, psychotrine, being rated as of little value. The most recent investigations show that emetine is contained in the Rio root to the extent of about 2.026 per cent., and cephaeline in the proportion of 0.0842 per cent. The proportions are quite different in the case of the Carthagera root, which contains 1.544 per cent. of emetine and 1.389 per cent. of cephaeline.

Recent work in therapeutics indicates that the two alkaloids have been misnamed, for emetine is by no means so powerful an emetic as cephaeline is. Emetine is the more purely expectorant principle, and it is on results obtained with preparations of Rio ipecac (containing emetine in the larger amount) that our estimates of the therapeutical value of ipecac are based. With both roots official under the same name, as they are in the new Pharmacopœia, the physician has no means of knowing which of the alkaloids is likely to predominate in any preparation of ipecac that he may prescribe. With regard to the fluid extract, from which the syrup is directed to be made, the only pharmacopœial requirement is that it shall contain a specified amount of the mixed alkaloids—how much of emetine and how much of cephaeline, the book does not say.

THE MILITARY PHARMACIST IN THE CIVIL WAR.<sup>1</sup>

By CASWELL A. MAYO, PH.G.,  
New York.

Unfortunately for the purposes of the Section on Historical Pharmacy the major portion of the material elicited by the published appeal for information, which is referred to in the report of the secretary of the section, is of a fragmentary character. The men who have come forward as having been engaged in the pharmaceutical service during the war, while willing to talk of their experiences, were as a rule not accustomed to writing and declined to put down on paper their recollections. Whenever I have come in contact with veterans of either army I have always endeavored to learn something of the official and social status of the pharmacists engaged in the field, as well as something of their duties.

In the Federal army the spirit of discipline was much stronger than among the soldiers of the South, and the official regulations were therefore more closely followed in the former than in the latter army. In a general way it may be said that pharmacy was not recognized in the organization of the army. In the regular army then, as now, the appointees to the position of hospital steward were not trained pharmacists, and the majority of them had neither knowledge nor experience of pharmacy prior to enlisting in the army. If a quondam drug clerk happened to enlist he sometimes, but not always, drifted into the post of hospital steward, but those who were of an active and aspiring nature frequently preferred to remain in the line of that promotion which was denied to the hospital steward, who had the relative rank and the pay of a sergeant and could never rise higher.

DUTIES OF THE HOSPITAL STEWARD.

His duties varied with his assignment. If on detached service with a single regiment he acted as keeper of the records of the regimental hospital, did such dispensing as was required, which was usually of a routine character, as the surgeons generally fell into a rut in their methods of practice, supervised the work of the men detailed from the ranks to act as orderlies, dressed wounds needing attention, and attended to such cases of minor surgery as presented themselves for attention at any time other than the regular "sick call" immediately after breakfast. The limit to which the hospital steward went in the matter of prescribing for and operating in minor troubles depended partly upon his own willingness to assume duties really outside his legitimate sphere of activities and partly upon the attitude of his immediate superior, the regimental surgeon.

No galenical work was expected of the hospital steward, as his supplies were all furnished him ready made as far as was practicable. When serving with larger bodies of troops or in base hospitals each steward was assigned to some particular branch of duty by the surgeon in charge. No provision was made for the employment of pharmaceutical experts to see to the purchase and preparation of the medical supplies, these important functions being performed by the surgeons acting as medical purveyors.

MEDICAL STOREKEEPERS.

It was soon discovered, however, that the popularly accepted theory that a doctor knows everything that a druggist knows, and a great deal more besides, was a fallacy, and on May 20, 1862, an act was passed by Congress providing for the appointment of five medical storekeepers, who were required to be "skilled apothecaries or druggists." These medical storekeepers were given the pay of a lieutenant, but without any rank or uniform, and were required to give bond in the sum of \$40,000 each. Four of the five storekeepers appointed were also assigned to duty as acting medical purveyors without any increased pay or rank.

The duties of the medical storekeepers were very important, and their responsibility was out of all proportion to their pay and rank—or lack of rank. In addition to procuring and issuing medical supplies these storekeepers, who were acting medical purveyors, were also disbursing officers, being

<sup>1</sup> Read before the Section on Historical Pharmacy of the American Pharmaceutical Association at the Atlantic City meeting.

charged with the payment of accounts against the medical department and also of contract surgeons and of the civilian employees in hospitals, such as cooks and nurses. At the close of the war these "medical storekeepers" were retained until retired, but were not replaced.

#### THE GOVERNMENT LABORATORIES.

During the Civil War two Government laboratories were established by Surgeon-General Hammond, one of which was located at New York and the other at Philadelphia. The laboratory in Philadelphia was in charge of the late Prof. John M. Maisch. Each of these laboratories was connected with a depot through which supplies were purchased and issued. The other depots were divided into department and field depots, the former being located at the most central point of each military department, the latter being in close proximity to the scene of active operations.

#### MILLIONS SPENT FOR MEDICAL SUPPLIES.

The following figures from a "statement" issued by Surgeon R. S. Satterlee, medical purveyor, U. S. A., at New York, will give some idea of the amount of drugs and medicines supplied from a single depot to the army during four years and three-quarters. The moneys expended by Surgeon Satterlee in purchasing all the supplies and for services of contract surgeons, nurses, etc., during the period mentioned amount to the immense sum of \$18,086,569.31, of which \$753,184.91 were in 1861, \$2,779,635.21 in 1862, \$3,420,334.33 in 1863, \$6,472,498.41 in 1864 and \$4,680,916.45 in 1865.

#### IN THE CONFEDERATE ARMY

the general outlines of organization were very much the same as those followed in the Federal Army, save that the official known as "medical storekeeper" seems not to have been introduced. Owing to rather lax discipline, however, the regulations were not always rigidly adhered to. In at least one case that has come under my personal notice, that of my old preceptor, Sidney B. Street, of Columbus, Miss., a pharmacist demanded and obtained a commission while acting as medical purveyor for the division commanded by that General Jackson who was distinguished from his more renowned namesake by the sobriquet of "Mud Wall."

#### PROPOSED ORGANIZATION OF AN EXPERT PHARMACEUTICAL CORPS.

I have for a long time advocated the organization of a pharmaceutical corps within the medical department, having at its head a pharmacist-general with the rank of colonel, with officers of a suitably graded rank attached to the army corps, divisions and brigades. This suggestion was based upon a careful and independent study of the conditions in our service both in times of peace and war, and has met with the approbation of a number of officials in a position to judge of its practical value.

In 1898 I was agreeably surprised to have brought to my attention the fact that the organization of a corps along almost identically the same lines was proposed just after the close of the Civil War. I present below an excerpt from an article on this subject, which was printed in the *Army and Navy Journal* for August 5, 1865, and reprinted at the time in the *American Journal of Pharmacy*. This article was written in criticism of a communication from a previous correspondent of that journal, and is evidently the outcome of an intimate knowledge of the conditions of the service during the mighty conflict which had just been brought to a close.

What is needed to supply the wants of the Medical Department of the Army in this respect is a corps of thoroughly educated apothecaries—not drug clerks, whose whole knowledge consists in knowing how to "make a bundle." A thoroughly educated apothecary will know how to keep accounts, and experience will teach him how a hospital should be conducted. Constitute them as a separate corps under an apothecary-general, instead of purveyor-general, with two deputy apothecary-generals. The apothecary-general, with two deputy apothecary-generals, to be charged under the surgeon-general with the provision of supplies for the army. The apothecary-general and one deputy apothecary-general to be stationed in New York City. The other deputy apothecary-general to be stationed in San Francisco, Cal. Then appoint five apothecaries with the rank and pay of majors of cavalry, to be stationed at the headquarters of each military division, to take the place of the medical purveyors at the head of each military department, and two to be on duty in the office of the apothecary-general. Twenty assistant apothecaries, with the rank of first lieutenant of cavalry, to be in charge under the direction of the surgeons of the large hospitals, and 100 assistant apothecaries, with the rank of second lieutenant of cavalry, to be in charge of small

garrison hospitals, and 75 assistant apothecaries, with the rank of a cadet,\* to be stationed as assistants in large hospitals.

A board should meet, composed of such men as Dr. Squibb, to examine applicants for the corps of apothecaries, and appointments should be made according to the order of merit in which the candidates have passed. Afterwards promotions should be made by seniority, always subjecting the member next on the list for promotion to another thorough examination until he reaches the grade of apothecary, with the rank of major.

All new applicants should enter as assistant apothecaries with the rank of a cadet. They should serve at least six months before they can be admitted to another examination and promoted. In every grade above that of cadet they should be required to serve at least five years before they can again be examined and promoted.

The total number of commissioned officers of the corps of apothecaries would be 148, thus: One apothecary-general with the rank of colonel of cavalry, two deputy apothecary-generals with the rank of lieutenant colonel of cavalry, five apothecaries with the rank of major of cavalry, 20 apothecaries with the rank of captain of cavalry, 20 assistant apothecaries with the rank of first lieutenant of cavalry, 100 assistant apothecaries with the rank of second lieutenant of cavalry and 75 warrant officers or cadets.

*The corps would prove less expensive than the present system of assigning medical officers as purveyors, who are often very much dependent on their clerks in the discharge of their duties, living, naturally enough, ignorant of the drug business.*

It is a wrong impression most physicians have that a physician must *eo ipso* be an apothecary, and that all an apothecary needs to know is how to put up a prescription. Pharmacy is as much of a science and requires as much study and practice as medicine. The practice of medicine depends in no small measure on the advancement in pharmacy for its success, and pharmacy, again, looks to chemistry for new developments.

The signature of "M" attached to this communication has suggested the possibility that the article was written by Professor Maisch himself, though I can find no evidence to confirm this supposition. The close accord shown between the plan advocated by myself before I had any knowledge of the above article and that proposed in this communication is evidence that a careful and independent study of the subject can lead only to one conclusion—namely, a corps of expert pharmacists should be put in charge of the entire medical supply service of the army.

#### A PHARMACEUTICAL CORPS FOR AN ARMY OF 100,000.

My own plan for a pharmaceutical corps for an army of 100,000 men, as published in 1898, proposed a corps consisting of one pharmacist-general, with the rank of colonel; four assistant pharmacist-generals, with the rank of lieutenant-colonel; four corps pharmacists, with the rank of major; ten division pharmacists, with the rank of captain; twenty-five post pharmacists, with the rank of first lieutenant, and twelve staff pharmacists, with the rank of second lieutenant. This plan contemplated the location of the pharmacist-general, one assistant pharmacist-general, or preferably a deputy pharmacist-general, and two staff pharmacists at Washington, one deputy pharmacist-general and two staff pharmacists at New York, Chicago and San Francisco, one division pharmacist at the headquarters of each of the military divisions, assisted at Manila by a staff pharmacist, and one post pharmacist at each large hospital or important post.

Pharmacists generally and those physicians who have served at Bellevue Hospital will understand what this corps should be when I state that in discussing the subject in 1898 I proposed Dr. Charles Rice as an ideal man for the office of pharmacist-general.

#### ECONOMY EFFECTED BY THE ESTABLISHMENT OF SUCH A CORPS.

This corps would relieve an even larger number of medical officers from disagreeable details, leaving them free for the performance of their specific duties as physicians and surgeons at a very considerable economy of cost. Each of the members of this corps should be an expert pharmaceutical chemist, with a liberal education as a basis for his pharmaceutical training.

The organization of such a corps would no doubt lead to the establishment of a general laboratory somewhat similar to the laboratory established at Philadelphia during the Civil War. The duties and rank of the hospital steward as he now exists would not be affected by the establishment of the new corps, save that the hospital steward might be given an opportunity for promotion should he be able to pass the required general and technical examination.

I am convinced that had the efforts of the American Pharmaceutical Association toward the elevation of the status of the pharmacist in the army been directed toward the establishment of some such corps, rather than toward the promotion of the men now serving as hospital stewards, some tangible result would have been obtained.

\*Cadets were generally medical students who performed minor operations and assisted the surgeons. The office was abolished after the war.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**Check Tags for Prescription Bottles.**—A pharmacist in Rostock, Germany, has adopted a system of checking tags on his prescription bottles which has the advantage of great convenience. The appliance consists of a small metal frame provided with a clamp. Into this frame the check bearing a number can be inserted at will, while the clamp holds the tag around the neck of the bottle. The checks are made of celluloid and bear a number corresponding to a duplicate which is handed to the customer.

**Keyl's Suppository Press.**—A suppository press is manufactured by Hugo Keyl, of Dresden, which is arranged like a syringe and is filled with 2 or 2½ grammes of melted cacao butter. An attachment is then screwed on which contains the mould and which has been previously wiped with alcohol. By turning the handle the cacao butter mass is pressed into the mould and the latter is unscrewed and opened. In making a number of suppositories it is best to use several moulds, which can be attached one after the other. The moulds are made of an especial alloy of zinc and aluminum.

**A New Formaldehyde Test for Sugar in the Urine.**—Strykowski (*Therapeutische Monatshefte*, 1905, page 109) describes the following simple test for sugar in the urine. If 5 per cent. of the ordinary, 40 per cent., solution of formaldehyde be added to urine containing sugar a green fluorescence develops, which is the more intense the greater the amount of sugar. The reaction occurs more promptly at higher temperatures (50 to 60 degrees C.). The author does not know the reason for this reaction but its presence indicates an unfavorable course of the disease, as it does not occur in the milder forms of diabetes.

**Artificial Effervescent Codliver Oil.**—This form of codliver oil is prepared by a patented process in the chemical works of Helfenberg (formerly E. Dieterich), and is devoid of all the unpleasant features of ordinary codliver oil. It contains carbonic acid, which makes it effervescent and which preserves it for an indefinite time and also facilitates its absorption by the stomach. According to Brodzki (*Pharmazeutische Zentralhalle*, September 15, 1905), this form of codliver oil is of great value in all conditions in which codliver oil has been used, especially in children. Its taste is very much better than that of the ordinary codliver oil and its cost is not considerably greater than that of the old form.

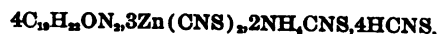
**Chemical Apparatus Made of Magnesia.**—According to the *Chemiker Zeitung* (1905, No. 67) the Royal Porcelain Works at Berlin have been experimenting for some time with the manufacture of various utensils from pure magnesia. It was found that tubing of 80 Cm. in length, 7 Cm. in diameter and 7½ Mm. in thickness could be made from pure magnesia, and that crucibles of any diameter and any thickness up to a height of 50 Cm. could be manufactured from this material. It was found further that these utensils did not crack upon sudden heating, nor did they change their shape in any way. Tubes prepared from magnesia could be heated up to 1,750 degrees C. in the electric oven without showing any deterioration and without suffering any electrolytic changes. Apparatus prepared from pure magnesia looks like that made of baked porcelain clay.

**Ipecac in the German East African Colonies.**—K. Braun (*Der Pflanze*, 1905, No. 4) says that ipecac could no doubt be profitably cultivated in the German East African Colonies since favorable results have been obtained with the cultivation of this plant in England and Holland. The soil is excellent in German East Africa, and can still be improved by the addition of manure or wood ashes. The climate is uniform and moist. The best way to grow the plant is in small, narrow beds, which can be easily shaded from direct sunlight by

means of straw matting. Ipecac can also be grown successfully in the shade of coffee trees, but trees that shed the rain to a considerable extent are not to be recommended for this purpose. The best result can be obtained with pieces of root from 3 to 4 Cm. long, which should be covered with a layer of earth from 2 to 3 Cm. thick and planted at intervals of about 9 Cm.

**Poisoning with Potassium Bichromate.**—It is rather rare to see cases of poisoning with potassium bichromate reported, but the *British Journal of Photography* (quoted in *Pharmazeutische Zentralhalle*, September 14, 1905) reports a case of this kind. A man mistook a solution of potassium bichromate for beer and died after drinking it. Workmen who handle potassium bichromate quite frequently get skin diseases and Schleich has recommended an ointment which can be rubbed on the hands to prevent this skin irritation. This ointment can be used for the prevention of skin affections on the hands of persons handling other chemicals, and consists of 10 grammes of pure neutral soap which are dissolved on the water bath in 100 grammes of water and are mixed with 100 grammes of wax by constantly stirring. After the mass has cooled 170 drops of ammonia are added, drop by drop, 100 grammes of lanolin are mixed in, and the mass is diluted with water until it has a soft consistence.

**Estimation of Cinchona Alkaloids by Means of a Thiocyanate.**—Skey has pointed out that many alkaloids give precipitates with ammonium thiocyanate in the presence of a zinc or mercury salt. Many other metals act in a similar manner; zinc, however, forms the most insoluble precipitates. The alkaloids most sensitive to this reaction are, says P. W. Robertson in (*Proceedings of the Chemical Society*, p. 242), quinine and the cinchona alkaloids. Thus in the presence of excess of zinc sulphate and ammonium thiocyanate, one part of quinine gives a distinct turbidity in 50,000 parts of water. These precipitates prove to be double salts of considerable complexity. Thus cinchonine ammonium zinc thiocyanate has the following composition:



which corresponds closely with that of herapathite or iodoquinine sulphate,  $4C_{20}H_{21}O_2N_3 \cdot 3H_2SO_4 \cdot 2HI \cdot 4I_2 \cdot 3Ag$ . Notwithstanding the complexity of these double salts, the determination of the amount of thiocyanate removed from solution by the alkaloids forms an accurate and speedy volumetric method of estimating quinine in the commercial drugs and in the assay of the crude cinchona bark.

**The Tuba Root; An Indian Fish Poison.**—Pablich (*Pharmazeutische Zentralhalle*, September 7, 1905, page 697) gives an account of the tuba root (*Derris elliptica*, Benth) which is used as fish poison and as poison for arrows in India. Fish poisons are derived from a number of plants; chiefly, however, from the euphorbiaceæ, the leguminosæ and the sapindaceæ, which furnish about one-half of the fish poisons known. The leguminosæ are especially prolific in the number of fish poisons which they furnish. Tuba root is one of the most important articles of Javanese commerce, on account of the wide use which it finds for rendering fish unconscious. The plant is a native of the Indian Archipelago, Java, Borneo and Siam. In British India, Indo-China, etc., the natives employ it for fishing, especially on the Sunda Islands, Java and the Malay Peninsula. The roots are pressed in water and the paste thus produced is poured into a river which has been previously dammed, making the water look milky. In Borneo the plant is used for making the famous "siren arrow poison," and in some parts of Sumatra it is used for sprinkling on young tobacco plants to prevent the growth of insects. The arrow poison is prepared chiefly from the tuba root with the addition of a number of roots, barks and juices which are boiled very carefully in copper kettles.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

**This Correspondent Should Go to Night School.**—C. A. G. writes: "I am thinking some of taking up the study of Ophthalmia, and if I do would like to do it thoroughly and not become a fakir, and I would regard it as favor if you would give me the address of the N. Y. school, also the names of some of the standard authorities and text books on that line of work and the names and address of any papers or magazines published that are devoted to that profession."

**A Working Formula for Iodipin.**—B. S. H.—Iodipin is an iodized sesame oil analogous to bromipin. Both are the subjects of German patents, and our correspondent may expose himself to an action at law if he invades the patent. Merck & Co., of this city, are American agents for both bromipin and iodipin. According to "the Extra Pharmacopœia" of Martindale and Westcott bromipin is made as follows:

"The compound may be prepared by taking of sesame oil 400 Gm. contained in a stone jar surrounded by cold water and mixing with it a little ether. In another jar standing in cold water dissolve 250 Gm. bromine in 200 Cc. of ether, adding it gradually and cautiously. Add this ethereal bromine solution to the ethereal solution of sesame oil with caution. The whole operation should be conducted in a draft chamber. Distill off the ether, and wash the residue repeatedly with 90 per cent. alcohol in a separator at 45 degrees C. until the halogenized oil is no longer acid to litmus. Dry the oil to remove the alcohol incorporated with it during washing by heating in vacuo at 50 degrees C. The bromine in it is then estimated by a Carlus' analysis. Finally adjust the preparation by adding more sesame oil, so that it shall contain 33 1-3 per cent. bromine. It forms a thick yellow oil, odorless and of oily taste. Sp. gr. 1.0125."

Iodipin may be made in a similar manner, the Iodine monochloride being used in place of the element itself. The particular fat selected—it may be lard, sesame oil, cacao butter or any other nonvolatile fatty oil—is mixed with the requisite quantity of iodine monochloride dissolved in a large volume of alcohol and the whole thoroughly agitated until all the iodine and chlorine is taken up; the mixture is then refrigerated by means of a freezing mixture; placed in a separatory funnel and the alcohol separated off. After further treatment with alcohol the product is freed from the spirit by placing it in a vacuum distillation apparatus. According to G. Arends, from whose work on New Remedies the foregoing particulars are taken the iodized oil is not distinguishable either in color or taste from the fatty base from which it is prepared, and gives the reaction of the fat as well as of the halogen compound. If the preparation is well dried it is quite stable even at higher temperatures and in the light, and it may be considered as practically unalterable under ordinary conditions.

**Books on New Remedies.**—Dr. A.—The standard works on new remedies are of French and German authorship. Those which occur to mind are Crinon's "Revue des Médicaments Nouveaux," published by Rueff et cie, Paris; H. Bocquillon-Limousin's "Formulaire des Médicaments Nouveaux," published by J. B. Baillière et Fils, Paris; Bardet's "Formulaire des Nouveaux Remèdes," published by Octave Doin, Paris; G. Arends' "Neue Arzneimittel," published by Julius Springer, Berlin; Martindale and Westcott's "Extra Pharmacopœia," published by H. K. Lewis, London. The last-named work is a valuable book for either the pharmacist or physician. It is revised at frequent intervals and no remedy that has proved its usefulness is omitted.

**Improved Cold Cream.**—L. D. C. writes: "Would you please be good enough to print a formula for a cold cream that will keep well? We do not desire anything that appears in the Pharmacopœia or the general run of formularies."

An important thing to observe in the manufacture of cold cream is the choice of wax. Only a thoroughly selected pure

white wax should be used. There are refiners of wax who advertise their product as especially adapted for the preparation of a snow white cold cream, and their names will be found in the advertising pages of the AMERICAN DRUGGIST. Formulas of recent introduction are the following:

|                                   | Parts. |
|-----------------------------------|--------|
| White beeswax .....               | 150    |
| Liquid petrolatum (bleached)..... | 600    |
| Distilled water .....             | 240    |
| Borax .....                       | 9      |
| Geranium oil .....                | 1      |
| Rose oil .....                    | Q. s.  |

Dissolve the wax in the liquid petrolatum with the aid of a gentle heat; in another vessel dissolve the borax in the water; bring both solutions to the same temperature, not exceeding 140 degrees F., and pour the aqueous solution into the oil in a continuous stream. Stir gently for a minute or two, add the essential oils while stirring, and pour into jars before cold.

A modified form of the foregoing process has been proposed by a contributor to the AMERICAN DRUGGIST, as follows:

In a porcelain or enameled dish put

|                                    |          |
|------------------------------------|----------|
| White beeswax .....                | 3xliss.  |
| White oil (liquid petrolatum)..... | 3xlviij. |

Dissolve by means of a gentle heat, preferably on a water bath. To this add a solution (at the same temperature) of

|                       |        |
|-----------------------|--------|
| Borax .....           | 3v.    |
| Distilled water ..... | 3xliv. |

Stir constantly until nearly cold and then add while continually stirring:

|                        |     |
|------------------------|-----|
| Oil rose geranium..... | xl. |
|------------------------|-----|

The stirring is best done by means of an ordinary egg beater.

**Citric Acid Quotations.**—W. P. D. writes: "Can you give or quote me a figure for citric acid by the ton, or inform me where I can get some facts and figures regarding the demand, supply or price of same in market."

On an order for a ton lot of citric acid 37½ cents per pound would probably buy, though the inside quotation current is 38 cents. The largest refiners and dealers in citric acid are Charles Pfizer & Co., New York, and the Powers-Weightman-Rosengarten Company, Philadelphia, with New York office at 56 Maiden lane. As to obtaining "facts and figures regarding the demand, supply and price," we can hold out little encouragement, since dealers observe considerable reticence on these points. The crude product is imported in the form of calcium citrate.

**Pumice Soap.**—E. S.—There is rather a dearth of formulas for this soap, and such as are current cannot be enthusiastically recommended. The following is given in "The Scientific American Cyclopedia of Receipts":

|                                   |         |
|-----------------------------------|---------|
| Ceylon coconut oil.....           | 2 lbs.  |
| Soda lye of 40 degrees Baumé..... | 1 lb.   |
| Pulverized pumicestone .....      | 1¼ lbs. |
| Perfume with                      |         |
| Oil of thyme.....                 | ¼ oz.   |
| Oil of bergamot.....              | 1 drm.  |

The following formula from Hager's "Handbuch der Pharmazeutischen Praxis" is a much more sensible combination and is better adapted for manufacture by a pharmacist. The ingredients are:

|  | Parts. |
|--|--------|
| Common household soap, dried and rasped..... | 750    |
| Sodium carbonate, crystals.....              | 20     |
| Hot water .....                              | 120    |
| Powdered pumicestone.....                    | 200    |
| Powdered talc.....                           | 50     |
| Perfume .....                                | Q. s.  |

The first three ingredients are boiled together until solution is effected; the fourth and fifth ingredients are mixed together and the perfume incorporated. The whole is then mixed and when cold cut into pieces of the desired size and shape.

## Correspondence.

### The Telephone Situation in Berlin Compared with That in Chicago.

To the Editor:

Sir,—Frank H. Mason, the American Consul-General in Berlin, has made a very interesting report on telephone service in Europe. I make the following extract from the *Wochenblatt* and am sure it will be of interest:

Berlin has 25 per cent. of all telephones in Germany and, except London, the largest number in a European city. It is therefore natural to compare Chicago with Berlin.

Berlin has 66,744 and Chicago 101,000 telephones. A Chicago man can therefore reach 50 per cent. more people than the Berliner. The imperial regulations permit the Berlin exchange to embrace only those exchanges within five miles from the central exchange and that results in 22 square miles, versus 83 square miles in Chicago, in spite of the fact that Berlin is compactly built up—most messages in Berlin travel  $2\frac{1}{2}$  miles—from Edgewater to Auburn Park in Chicago it is 17 miles.

In Berlin all telephone service between 10 P.M. and 7 A.M. is subject to an extra charge amounting to 5 cents.

In Berlin the Government manages the telephone service and jumped up on the cost 25 per cent., and the subscriber who wants to have the measured service has to pay \$24.30 extra rental. The Berlin telephone operator earns \$2 a week, Chicago pays easily five times \$2. Berlin has the old time crank ringer, Chicago introduced the automatic ring 10 years ago—the first city to introduce this convenience. Berlin has the old station ring yet, central calling up an exchange and the subscriber has again to ring for his party. How would that suit the average Chicago-Roosevelt type of strenuousness? Yet Consul-General Mason says that Berlin is far ahead of other cities. Paris, for instance, has Government service, and each subscriber has his own instrument, one this kind, the other another style, just as he chooses; and a subscribers' association has petitioned the Chamber of Deputies to improve the service, or will boycott the Government. Municipal government of telephones don't seem to work. Mr. Mason concludes his report thus: Berlin is to be congratulated among Continental cities—but when comparison with Chicago is made even the most ardent admirer of Berlin has to acknowledge the telephone superiority of Chicago.

It may be of interest to add that the New York Merchants' Association Telephone Committee reported unanimously in favor of one company in a city, two companies increasing the expense and the inconvenience of the service markedly. Our New York drug journals should give their readers all over the United States the advantage of this committee's report, which was endorsed, or rather anticipated, by Brother Pritchard.

Respectfully,

CHICAGO, December 11.

W. BODEMANN.

## Book Reviews.

THE NATIONAL STANDARD DISPENSATORY, Containing the Natural History, Chemistry, Pharmacy, Actions and Uses of Medicines. Including those recognized in the Pharmacopœias of the United States, Great Britain and Germany, with Numerous References to Other Pharmacopœias. In accordance with the Eighth Decennial Revision of the United States Pharmacopœia, 1905. By Hobart Amory Hare, B.Sc., M.D.; Charles Caspari, Jr., Ph.G., Ph.D., and Henry H. Rusby, M.D. Philadelphia and New York: Lea Brothers & Co., 1905. Pp. viii-1860. (Price, cloth, \$7.25; sheep, \$8.00.)

The National Standard Dispensatory is a volume of about 2,000 pages, embracing a description of every article in the Eighth Decennial Revision of the United States Pharmacopœia and comments and comparisons with other pharmacopœias. It covers besides this a wide field of information concerning the origin, the methods of preparation and the uses of some thousands of unofficial drugs. The work of revising the National Dispensatory of Stillé and Maisch, which forms the basis of the present volume, has been completely and admirably carried out by the three principal editors, with the aid of three assistant editors, all of whom are admirably fitted for the stupendous task which they have performed in a manner which reflects credit on American medicine and American pharmacy. The therapeutical editor, Dr. Hobart Amory Hare, is well known as professor of therapeutics and materia medica of the Jefferson Medical College, of Philadelphia, and as the editor of the *Therapeutic Gazette*; Charles Caspari, Jr., the pharmaceutical editor, is professor of theoretical and applied pharmacy in the Maryland College of Pharmacy, and Dr. Henry H. Rusby,

who has edited that part of the work dealing with materia medica and pharmacognosy, in the College of Pharmacy of the City of New York. Dr. Daniel Base, professor of inorganic and analytical chemistry in the University of Maryland, has prepared the articles on inorganic chemistry, while Joseph F. Geisler, chemist of the New York State Department of Agriculture, has rendered valuable assistance in the sections on organic chemistry. In the preface the editors also acknowledge their indebtedness to Dr. E. M. Houghton, Dr. E. Russell Kennedy and Dr. Alfred Heineberg.

The general article on volatile oils is contributed by Dr. Edward Kremers, professor of chemistry in the University of Wisconsin, and is a masterly presentation of the subject in a concise, easily comprehended form. The tabular arrangement of the volatile oils will be most welcome to the student, bringing out, as it does, the points of likeness and difference.

The mass of matter contained in this work is so great that it is impossible to give any detailed review or to do more than indicate its general value. Its encyclopædic character makes it an invaluable work of reference. In fact, it has been aptly termed by an English contemporary an *Encyclopædia Pharmaceutica*, though, in fact, it is more than this, containing much therapeutical information which we do not find in such works as the "*Real-Encyklopædie der gesammten Pharmazie*," of Geissler & Moeller, which otherwise it resembles much in scope and in treatment. The dispensatory is, in fact, a peculiarly American institution, though the germ of it was found in the British Dispensatory of 1747, which consisted of a translation of the London and of the Edinburgh Pharmacopœias, with notes and annotations. The nearest approach which our English friends have to our dispensatories is the Companion to the Pharmacopœia which, as its name indicates, is restricted closely to the treatment of pharmacopœial drugs and chemicals. The National Dispensatory had a large following in pharmacy, and those who are familiar with its pages will recognize many of its better features in the new work which is not merely a revision but an essentially new production. The work has been ably and carefully prepared and should find a place in every pharmacy.

WALSH'S PHYSICIANS' COMBINED CALL BOOK AND TABLET. Compiled by Ralph Walsh, M.D., Washington, D. C. Published by the Author, 1905. (Price \$1.50.)

This is the twenty-ninth edition of Dr. Walsh's Call Book, which has been long and favorably known to the medical profession. This new edition contains a call list so arranged as to be available for any year. In addition to the space for the registration of calls blanks are provided for an obstetric record, vaccination engagements, the addresses of nurses, a summary of monthly receipts and expenditures, loans, cash received, etc., so that the physician is enabled to keep a complete record of his income and expenditures. The book also contains a dose table and several other valuable tables, such as are likely to prove of value for reference to the physician. Its interest to the pharmacist lies in its possible utilization as a gift.

THE DOCTOR'S DESK BOOK OF MODERN FORMULAS AND READY REFERENCE TABLE. A handy guide to writing and dispensing prescriptions. By Ralph Walsh, M.D., Washington, D. C. Published by the Author, 1905. Pp. 80. (Price \$1.00.)

This booklet opens with a collection of formulas for prescriptions arranged under the titles of the diseases in which their use is indicated. This is followed by a list of new remedies introduced in 1903 and 1904 and tables of doses, of solubilities, metric equivalents, etc. A table is also given of the changes in strength of important preparations made in last revision of the United States Pharmacopœia.

### From Pleased Subscribers.

Inclosed please find my subscription to your esteemed journal to January 1, 1907, and accept my best wishes for your continued and increased prosperity.

J. T. SPEEGER.

ORADELL, N. J.

### Vermont State Board of Pharmacy.

The next meeting of the board for examinations will be held at the State House, Montpelier, Tuesday, January 2, 1906, at 10 A.M. Applications for examination must be made to J. G. Bellrose, Secretary, Burlington.





*Under this head will appear suggestions and plans for increasing trade, advertising experiences, information, and notes of interest useful to the pharmacist in the preparation of his advertising matter. Specimens of current advertising will be reproduced, with suggestive analysis and criticism, and queries relative to advertising matters will be answered. To avoid delay address communications to the Department of Business Building, AMERICAN DRUGGIST, 66 West Broadway, N. Y.*

(Written for the American Druggist.)

### HOW TO INCREASE BUSINESS.

By S. M.

In this paper I venture to give the formulas of a few "money makers" for the retail druggist, which if prepared in presentable style and pushed will pay many times their cost and trouble. Where a druggist is located in a small country town it is necessary for him to look around and find some way in which to increase his business. I think it advisable to carry as many side lines as one can conveniently do, since this helps business. In a country town it is necessary to have some side lines like wall paper, garden seed, picture frames, stationery, school supplies, confectionery and notions of various kinds. These all pay well; such things as paints and oils the druggist must keep whether he makes anything on them or not.

One of the best paying investments known to me is a medicine wagon conducted in connection with the store. This will probably be new to the great majority of druggists in the country, but while it might not pay in every locality it would in many places.

Patent medicine wagons are sent out by manufacturing concerns to different parts of the country. These make regular trips, and a druggist might just as well profit by this business as the manufacturer, it being possible to get trade in this way that could not be got otherwise.

Do not stop at merely carrying a line of your own goods, but put up staple or household drugs, such as sulphur, borax, copperas, etc., as well as a few notions, anything that there might be a call for; once people are made aware that the druggist carries a little of everything his trade will grow and he will come near to selling something to most of the people every trip. Regular trips should be made once a month, and these should include a circuit of the country.

This method of conducting business pays best in the spring or summer time, when the farmers are too busy to come to town, a line of poultry and stock remedies being a good line to handle.

Remedies for all seasons of the year should be kept in stock—e. g., liniments, cough and cold cures for winter, spring tonics, blood purifiers and teas for spring, and diarrhoea and sunburn remedies for summer. It is also advisable to make a line of poultry and stock remedies, as they are good sellers where the druggist has a country trade; a line of everyday wants, such as baking powder, flavoring extracts, bluing, polishing powders, etc., always pays.

The following are good compounds which will be found to sell well if pushed:

#### *Snowball Liniment.*

|                         |          |
|-------------------------|----------|
| Oil origanum .....      | 3ij.     |
| Oil spike .....         | 3i.      |
| Oil sassafras .....     | 3i.      |
| Camphorated oil .....   | 3ij.     |
| Oil turpentine .....    | Oliss.   |
| Eggs .....              | No. xij. |
| Acetic acid .....       | 3x.      |
| Witch hazel water ..... | Oliss.   |

Mix; agitate frequently for a week or more, put up in ¼-

pint packing bottles, label and wrap in paraffin paper and put label on outside; sells for 50 cents.

#### *Barb Wire Liniment.*

|                          |       |
|--------------------------|-------|
| Carbolic acid .....      | 3ss.  |
| Spt. turpentine .....    | 3iss. |
| Oil spike .....          | 3i.   |
| Pine tar .....           | 3ij.  |
| Fish oil, q. s. ad. .... | Ol.   |

Put up in 1-pint packing bottles; label and cap; sells for \$1.

#### *Blue Grass Condition Powder.*

|                        |         |
|------------------------|---------|
| Foenugreek .....       | 2 lbs.  |
| Gentian .....          | 1 lb.   |
| Resin .....            | 1 lb.   |
| Ginger .....           | ½ lb.   |
| Iron sulphate .....    | ½ lb.   |
| Salt .....             | 1 lb.   |
| Linseed oil cake ..... | 10 lbs. |

The ingredients should be in the state of finest powder, and put up in 2-pound wooden pails with label; sells for 35 cents.

#### *Poultry Powder.*

|                      |         |
|----------------------|---------|
| Slaked lime .....    | 10 lbs. |
| Oyster shell .....   | 20 lbs. |
| Cayenne pepper ..... | 1 lb.   |
| Asafetida .....      | 1 lb.   |
| Venetian red .....   | 4 lbs.  |
| Black pepper .....   | 1 lb.   |

Put up same way as condition powders, and sell for 50 cents. The different ingredients should be used in a state of fine powder.

#### *Long Life Tonic.*

|                                   |         |
|-----------------------------------|---------|
| Fl. ext. gentian .....            | 10 lbs. |
| Fl. ext. cinchona .....           | 20 lbs. |
| Fl. ext. cascara sagrada aa. .... | 3ij.    |
| Sol. iron citrate .....           | 3iss.   |
| Spirit orange .....               | 3i.     |
| Syrup .....                       | Olj.    |
| Hot water .....                   | 3vij.   |
| Sherry wine, q. s. ad. ....       | Oviij.  |

Dissolve the iron in the hot water and add the other ingredients, then filter. Put up in 1-pint French square bottles; label and wrap bottle in Japanese napkin, and tie with silk string.

#### *Furniture Bright.*

|                          |       |
|--------------------------|-------|
| Gum shellac .....        | 3iv.  |
| Wood alcohol .....       | Olj.  |
| Boiled linseed oil ..... | Olj.  |
| Turpentine oil .....     | 3vij. |

Put up in 8-ounce French square bottles; cap and label; sells for 20 cents.

#### *Cramp Relief.*

|                                |       |
|--------------------------------|-------|
| Tinct. opii .....              | 3iv.  |
| Tinct. ginger .....            | 3i.   |
| Tinct. cardamon .....          | 3i.   |
| Tinct. capsicum et myrrh. .... | 3i.   |
| Tinct. camphor .....           | 3iss. |

Put up in 2-ounce panel bottles, 25 cents.

#### *Silver Rouge.*

(For Cleaning Silverware.)

|                      |      |
|----------------------|------|
| Sodii bicarb .....   | 3i.  |
| Prepared chalk ..... | 3ij. |

Put up in 2-ounce turned wood boxes.

#### *Disinfectant.*

(For General Use.)

|                                |             |
|--------------------------------|-------------|
| Alum .....                     | 10 lbs.     |
| Sal soda .....                 | 10 lbs.     |
| Sal ammoniac .....             | 2 lbs.      |
| Salt .....                     | 2 lbs.      |
| Zinc chlor .....               | 1 lb.       |
| Muriatic acid com., q. s. .... |             |
| Water, q. s. ....              | 16 gallons. |

Dissolve the alum in 8 gallons of boiling water; then add the sal soda followed by the muriatic acid until the precipitate first formed is dissolved. Dissolve the remaining salts in the balance of the water and add to first solution.

#### *Headache Relief.*

|                                   |           |
|-----------------------------------|-----------|
| Compound acetanilide powder ..... | Gr. flss. |
| Ext. guarana .....                | Gr. ¼.    |
| Ext. rhubarb .....                | Gr. ¼.    |

For one powder. Put up four powders in envelope; sell for 10 cents.

**Metropolitan Window Displays.**

Articles appropriate for holiday gifts were the predominating feature of most drug store window displays last week. Of course, toilet sets, perfumes, soaps, etc., were the principal things shown. Some stores, however, which carry a larger assortment of holiday goods than the average retail pharmacy feature seasonable goods other than those mentioned. The Hegeman Corporation, for instance, devoted one of the windows in its lower Broadway store to an exhibit of cigars, wines, whiskies, cordials, brandies, elixirs, tonics, etc. The window was trimmed with holly, scattered here and there among the goods. Numerous small cards gave an idea of the range of prices. The bottles of liquor were symmetrically arranged—some on the floor of the window, others on glass platforms and others in wicker hampers. The bottles of different colors with the various kinds of labels, tags, caps, etc., made a very pleasing color effect. The display attracted considerable attention. The other window of the same store was given up to an elaborate display of bronze clocks and novelties, toilet sets of brushes, combs and manicuring instruments, perfumes, etc. This window also was trimmed with holly and mistletoe.

One of the most elaborate window exhibits was the burnt leather display at Wilson's pharmacy, Broadway and Forty-second street. The whole window—bottom, back and sides—was filled with burnt leather novelties of every conceivable kind. The back and sides were literally covered with leather with burnt or stained Indian heads, Gibson girls, the familiar Pharaoh's horses and other artistic designs. Then in almost endless variety were leather purses, bill books, cigarette and cigar cases, calendars and many other things too numerous to mention. Prices were plainly marked and monograms were burnt on purchases free of charge by an attendant. Another one of Wilson's windows had a very simple but effective display. It featured an antidote for grippe and consisted of an ordinary wheelbarrow tipped on one side, its contents (the small packages of the antidote) being dumped carelessly on the floor of the window.

The Alpers' pharmacy, Thirty-first street and Broadway, had in one of its windows a plaster figure of Santa Claus carrying perfumes, etc., which it was announced made very acceptable Christmas gifts. Mr. Alpers did not make an elaborate "drive" on holiday goods, for he says he is too near the big department stores to run any strong competition in that line.

The Knickerbocker Pharmacy on upper Broadway has been making a special bid for the patronage of smokers by calling attention to the Owl cigar. One of its large Broadway windows was piled high with boxes of this brand of cigars; a large cardboard owl surmounted the display and in the center was an illuminated sign.

Quite a novel and attractive method of drawing the attention of the passer-by to the hot soda counter has been devised by Reid, Yeomans & Cubit at their Nassau street store. Just at the entrance to the store in a very conspicuous place on the side of the building is a large sign shaped and painted like a soda glass. A pipe has been run out to this glass or cup from the store's steam heating service, and a cloud of steam constantly floats from the top of the glass. The sign tells some of the different hot drinks served within. On a cold day especially the device is tempting to say the least.

The Sherman Place Pharmacy, Seventieth street and Broadway, called attention in one of its fine show windows to horebound and wild cherry cough drops. There were some four or five pails containing 35 pounds each; one of the pails of wild cherry drops was overturned and the contents dumped on the floor of the window and against the front glass. A card on the pails gave the prices for different quantities.

An effective display of cough tablets was seen recently in one of the windows of the Kalish Pharmacy, Twenty-third street and Fourth avenue. There was a large wind mill made of the cartons of the cough drops; the wings of the wind mill bore reading matter setting forth the good qualities of the tablets; the price was on the mill windows. The mill at night was illuminated. In the foreground of the window were plates filled with wild cherry bark, menthol, licorice root and honey—the chief ingredients of the cough tablets. Other parts of the window contained groups of the tablet boxes.

Clipped from Current Advertising.

**EXCURSION TO NORFOLK, MAY 16th!**

1.55  
1.55  
2.50  
5.60  
1.20  
**\$4.40 Greensboro  
TO  
Norfolk  
AND  
Return.  
SEE?**

Children under 12 Years,  
Half Price.

**The Owl Drug Co.**

The Leading Cut Rate Druggists of the South

171 Church Street, Norfolk, Va.,

Will Operate an Excursion to their Opening

—FROM—

**Danville, Va., to Norfolk  
MAY 16TH,  
Returning on May 17th.**

Other trains from Raleigh, Goldsboro & Washington.

**As they Could not Buy Train from Greensboro they Concluded to Give**

The opportunity anyway to Greensboro people to visit Norfolk; her Seaside Resorts; take in the Horse Show or Spring Race Meets and incidentally view the North Atlantic Squadron, now assembled in Hampton Roads. The figures on the left corner above suggests how it is done.

**Buy Straight Ticket Greensboro to Danville, Virginia.**

Take the 7.10 a. m. train Tuesday, 16th, which connects with the Owl Drug Co.'s Special, leaving Danville at 9 a. m. Returning leave Norfolk Wednesday 7.30 p. m.

**No Better Time for a May Day Outing.**

All nature bids you go to the New York of the South, in the Tidewater country, and drink a draught of Salt Sea Air on a May Day. A Thousand Dollars' worth of Druggists' Preparations will be given away by The Owl Drug Co. for benefit of their mail order department.

**See the Horned Owls on the Street.**

"The Danville Brass Band" will Dispense Music on the Trip.

The Best of Order will be Maintained.

Remember the Date and Grasp the Opportunity.

To Run a Railroad Excursion as a Feeder for a Cut-Rate Sale is a Startling Innovation Which in the Interest of the Legitimate Trade Will, It is Hoped, Not Become Popular.

A mailing card for general distribution; size 4 x 7 inches. Printed in black ink on fairly heavy white "ticket" cardboard. Cards of this kind are mailed "naked" by placing the address and a one-cent stamp on the blank side.

**As Sure  
as Truth**

If you are as particular about where you have prescriptions compounded as we are about compounding them we are bound to come together in the near future, but do not fear unreasonable prices.

**W. P. GUILFOYLE  
Central Pharmacy  
The O'Neil Building**

The Head Line is Too Vague, too Remote from the Subject Matter, Which is Brought in Somewhat Tortuously.—The sentences—or, rather, the sentence, for there is but one in the body of the letter—is too long.

## A SPANISH EDITION OF THE PHARMACOPŒIA ASSURED.

The Trustees of the United States Pharmacopœia Convention to Undertake the Publication of the Spanish Edition—Efforts to Interest the Government Unavailing—The Volume Expected to Appear Within a Year.

(From our Regular Correspondent.)

Chicago, December 20.—Albert E. Ebert, who has just returned from Pittsburgh, says that work on the new Spanish edition of the U. S. Pharmacopœia is to go ahead as fast as possible. The decision to issue this edition was reached at a meeting of the trustees in the Pitt Hotel. After the motion had been passed the matter was placed in charge of a committee composed of Joseph P. Remington, Charles E. Dohme and Dr. H. C. Wood. These gentlemen were authorized to arrange all of the preliminaries and to report back on January 20 at a meeting of the trustees which is to take place at Washington, D. C. Efforts were made for a long time to have the Government get out this edition for the benefit of the Spaniards in the new island possessions, but so much red tape was encountered that it was finally found necessary to abandon this plan if anything was to be accomplished.

The sale of the regular edition of the Pharmacopœia has been so good that the trustees felt encouraged to go on with the work themselves. Competent translators are to be engaged. All that will be necessary will be to translate the work from one language into the other, and it is believed that this can be accomplished and that the volume can appear in the new tongue within a year. Interest in American pharmaceutical matters has increased so rapidly in Spanish speaking countries of late that it is believed the new venture will prove beneficial to all who are concerned.

Dr. Walter Wyman, Surgeon-General of the Marine Hospital and Public Health Service, was tendered a special vote of thanks for the publication of Bulletin No. 23, entitled "Changes in the Pharmacopœia of the U. S. of A., Eighth Revision." Also for the bulletin on Standardization of Diphtheria Antitoxins. A vote of thanks was also tendered Dr. Reid Hunt and Dr. Murray Galt Motter, of the Service, for their work on Bulletin No. 23.

With a view of bringing the Pharmacopœia to the direct attention of medical students, it was decided to present the professors of materia medica in the medical colleges with complimentary copies of the Pharmacopœia. The recipients of such copies will be requested to call the students' special attention to the purpose of the Pharmacopœia and the nature of official remedies.

The extent of additional honoraria to members of the Committee of Revision was considered at length, but action postponed until the next meeting of the board.

Several applications from publishers who desire to use portions of the text of the U. S. P. were discussed and the rate of compensation decided upon.

The board adjourned to meet at the New Willard Hotel, Washington, D. C., January 20, 1906.

The Pittsburgh College of Pharmacy tendered the Board of Trustees an informal dinner.

## Wyeth Bankruptcy Case.

Rochester, N. Y., December 22.—The case in bankruptcy of John Wyeth, of the Wyeth Chemical Company, is continuing before Acting Referee in Bankruptcy George B. Draper. George DeWitt, of the advertising department of the New York Herald and Telegram, was cross-examined. According to his testimony Wyeth had prevailed upon the newspapers to take his accounts with druggists in New York City on the ground that they were a young firm and did not want to cause any ill feeling by trying to collect from them.

The Wyeth Chemical Company was the manufacturer of a hair restorer that attracted considerable attention through an advertisement to grow hair on the head of John D. Rockefeller or forfeit \$1,000.

## A NOVEL STATE FUNCTION.

The King of Portugal, President Loubet and Suite Attend Lectures on Chemistry.

(By our Paris Correspondent.)

On Friday, November 24, King Carlos I, accompanied by the President of the French Republic and a brilliant staff of officials and numerous scientific celebrities, visited the Paris Museum, better known by its pre-Revolutionary title of the "Jardin des Plantes."

In the little amphitheater, which dates from Buffon's time, they were entertained with five short lectures by leading Parisian savants.

M. Henri Becquerel first described his researches regarding uranium and his discovery of radio-activity.

Madame Curie followed with a terse and interesting account of radium, its origin and its properties, the text of which follows:

## MADAME CURIE'S OWN ACCOUNT OF THE DISCOVERY OF RADIUM.

After M. Becquerel's work on uranium salts we studied, M. Curie and I, if it were not possible to find other radio-active substances. This work lasted several years, and I cannot describe it here in detail. It led us to the discovery of a new chemical element, to which we gave the name of radium.

Radium is found in various minerals—pitchblende, carnotite and autunite—of which I show you two samples from Portugal. But these radiferous minerals only contain imperceptible traces of radium. We obtain, for example, a decigramme from a ton of pitchblende. It is therefore very expensive. By gathering together all the prepared radium in the world one could hardly get more than 1 gramme. So it may be termed a rare substance.

Its properties are very curious. Enormously radioactive, this body emits rays of very varying activity. These rays discharge an electrified body immediately.

Here is an electroscope charged. I bring a capsule of radium near it and it is discharged at once. I can repeat the same experiment with the radium inclosed in this lead box. The radium rays penetrate and pass through lead.

Radium is self-luminous when quite dry, but is especially active on phosphorescent bodies, rendering them luminous.

Here is a screen coated with platino-cyanide of barium. I place the capsule of radium behind it; it marks a luminous silhouette on the screen. Diamonds are illuminated under the action of radium.

Radium rays color glass and porcelain, quartz and diamonds. Here are specimens of glass colored violet by its actions.

Radium also produces a radioactive gas, called "radium emanations." This gas emits rays like radium, but it disappears gradually from the container, while radium seems to remain unaltered for years.

Here is a glass tube containing radium emanations. It is slightly luminous in the dark. Here is a second tube emptied of air and containing phosphorescent sulphide of zinc. When I open this valve the emanation passes into the second tube and renders the sulphide luminous.

Radium constantly gives off heat. When protected from loss of heat its temperature is several degrees above that of the surrounding atmosphere.

Radium, therefore, without apparent loss, gives off heat, light and various rays. One asks how this can be. It is now thought that radium is an unstable chemical element which decomposes very slowly in giving off heat. It has been found, in fact, that in presence of radium a small quantity of helium gas is constantly formed.

We may therefore consider we thus see the first exemplified transformation of a chemical element.

M. Gabriel Lippmann explained his process of photography in colors in the same succinct fashion, and M. Lacroix gave a scientific explanation of the Mont Pelée volcanic eruption and the destruction of St. Pierre.

Finally, M. Henri Moissan (ex-professor of the Paris School of Pharmacy and French delegate to the Princeton University celebrations a few years ago) described his electric furnace and executed before the King and President the experiments by which artificial diamonds are obtained.

To synthesize diamonds, he explained, carbon must be dissolved in iron at a temperature of about 3,000 degrees C. The crucible full of the molten elements is suddenly plunged into cold water. Thus around the metal a solid outside crust is

formed, while the interior, still liquid, compresses itself in augmenting in volume and produces small grains of crystallized carbon in the form of diamonds.

Before leaving the visitors were shown the collection of botanical paintings on vellum (commenced over two centuries ago) and other interesting features of the establishment.

The King (who takes interest in science in general and natural history in particular) presented the museum with a valuable collection of specimens of fish, etc.

### THE AMERICAN PHARMACEUTICAL ASSOCIATION.

#### Local Committees Appointed—Over a Thousand Dollars Profit from the Exhibition—The George White Sloan Memorial Meeting.

The minutes of the Council of the American Pharmaceutical Association show that nine new members have been elected and nine were proposed since the Atlantic City meeting. It has been decided to issue reports of the address of President Beal.

#### LOCAL COMMITTEE FOR THE 1906 MEETING.

Local Secretary Frank H. Carter, of Indianapolis, has followed the instructions of the association and appointed the Local Committee of Arrangements. His associates are J. K. Lilly, treasurer, and J. E. Toms, secretary, with the following as chairmen of the subcommittees:

Finance, W. J. Mooney; Badges and Souvenirs, J. N. Helms; Transportation and Hotels, G. D. Moxley; Receiving and Conducting Arrivals, A. Timberlake; Monday Night Reception, Dr. John N. Hurty; Local Interest and Attendance from City, Maurice Schwartz; Attendance from Indiana, Leo Ellet, South Bend; Publicity (Secular Press and Journals), Dr. J. N. Hurty and Leo Ellet; Ladies' Committee, Mrs. Frank H. Carter; Commercial Travelers, N. P. Lynch; Entertainment, H. J. Huder.

#### A THOUSAND DOLLARS PROFIT.

A supplemental report of H. P. Hynson, chairman of the Committee on Exhibition at the Atlantic City meeting, has been submitted to the Council and approved. The report shows receipts of \$1,113 and expenditures of \$100.10, leaving a net gain to the association of \$1,012.90.

#### THE GEORGE WHITE SLOAN MEMORIAL MEETING.

The Council has decided that the Indianapolis meeting shall be known as the "George White Sloan Memorial Meeting," and that the Historical Section shall be requested to devote a session to commemoration of the services of Dr. Sloan.

An appropriation of \$500 has been made to cover the expense of publishing the monthly bulletin to the members, the publication of which was decided upon at the Atlantic City meeting, C. S. N. Hallberg, of Chicago, having been chosen as editor.

### To Regulate Sale of Poisons.

A bill has been introduced in Congress "to regulate the practice of pharmacy and the sale of poisons in the District of Columbia." The draft of the bill was carefully prepared by the Commissioners of Pharmacy of the District and it is a modification of the measure introduced at the last session of Congress.

The bill is declared to be the best constructed pharmacy bill ever presented for enactment. Its provisions safeguard the rights of physicians, dentists, pharmacists and the general public as no existing law attempts to do.

In connection with the bill the commissioners submitted a number of press clippings relating to the evils resulting from the traffic in cocaine. It is pointed out that in certain sections of the city the users of this drug buy it freely without any pretense of secrecy. Under the present law, it is stated, there is absolutely nothing to prevent such sales, and the police department even appeals for some radical remedy to check the evil. It is argued that by the enactment of the proposed bill deaths from poisoning by the use of carbolic acid, morphine, laudanum and other poisons would be decreased.

The commissioners earnestly recommend the early adoption of the measure.

### MOVING FOR FREE ALCOHOL FOR THE ARTS.

#### Three Bills Introduced in Congress—Methylated Spirit—Pure Alcohol in Bond—The Lovering Bill Revived.

A bill has been introduced in Congress by Representative Roberts, of Massachusetts, providing for the use of denatured alcohol in the arts free from internal revenue tax, this being the most important of three measures introduced bearing on the free alcohol question. The Roberts bill, which was framed and introduced on behalf of the Brotherhood of Painters, Decorators and Paperhangers of America, reads as follows:

Be it enacted, etc., That distilled spirits of an alcoholic strength of not less than 80 degrees above proof as defined by sections 32 and 49 of the Revised Statutes of the United States may, when rendered unfit for drinking purposes or for use as a beverage, be removed from distillery warehouses free of tax, under such regulations as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, shall prescribe, provided that such substances, approved by the Commissioner of Internal Revenue and the Secretary of the Treasury, shall be mixed with such distilled spirits so as to render the same unfit for drinking purposes or for use as a beverage.

Sec. 2. That distilled spirits, before being removed from distillery warehouses free of tax under the provisions of this act, shall be branded or marked as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, shall prescribe, and shall have affixed to each cask or package an engraved stamp indicating that such distilled spirits have been rendered unfit for drinking purposes or for use as a beverage, said stamps to be charged to them and accounted for in the same manner; and for the expense attending the providing and affixing of such stamps 10 cents for each stamp shall be paid to the collector of the district on making the entry for such removal.

Sec. 3. That any person who shall rectify or purify distilled spirits which have been removed from distillery warehouses free of tax under the provisions of this act, by removing or separating the substances from such distilled spirits, by any process whatever, shall on conviction be subject to a fine of not less than \$500 nor more than \$5,000 and be imprisoned not less than six months nor more than three years.

Sec. 4. That distilled spirits removed free of tax from distillery warehouses under the provisions of this act shall be not stored or deposited on any premises in which the business of a distiller, rectifier, wholesale liquor dealer, or retail liquor dealer is carried on, or on any premises connected therewith by any private or internal communication, and every distiller, rectifier, wholesale liquor dealer and retail liquor dealer who shall store or deposit, or cause to be stored or deposited, such distilled spirits on the premises in which such business is carried on, after such distilled spirits have been removed from distillery warehouses, shall on conviction be fined not less than \$200 nor more than \$1,000 and imprisoned for not less than six months nor more than two years.

#### PROVIDING FOR A REBATE ON ALCOHOL USED IN EXPORTED ARTICLES.

The Lovering bill providing for a rebate on alcohol used in the manufacture of preparations intended for exportation has again been introduced by its author. This measure merely places domestic alcohol on the same basis as the imported. Under the present registrations a manufacturer obtains a rebate of the tax paid on all imported alcohol which is used in preparations which he exports. The Lovering bill makes a similar provision for securing a rebate on alcohol of domestic manufacture. The text of the measure follows:

Be it enacted, etc., That on the exportation of articles manufactured or produced in the United States in part from domestic alcohol on which an internal revenue tax has been paid there shall be allowed a drawback equal in amount to the tax paid on the alcohol so used; provided that no other than domestic tax-paid alcohol shall have been used in the manufacture or production of such articles. Such drawback shall be determined and paid in manner provided for determination and payment of drawback on exportation of articles of domestic manufacture and productions made wholly or in part from imported duty-paid materials under section thirty of an act entitled "An act to provide revenue for the Government and to encourage the industries of the United States," approved July 24, 1897.

#### THE HILL BILL.

Mr. Hill, of Connecticut, has presented a measure providing for the use of pure (not methylated) alcohol in the arts under the following conditions:

Be it enacted, etc., That from and after the passage of this act either grain alcohol or methylated spirits, or both, at the discretion of the Secretary of the Treasury, may be withdrawn from bond and used without payment of the internal revenue tax thereon in any manufacturing processes wherein said grain alcohol and methylated spirits are consumed or destroyed upon the premises of the manufacturer, so that they become no part of the salable product or cannot be recovered therefrom.

Sec. 2. That the Secretary of the Treasury is hereby directed to appoint such officers and agents as may be necessary to supervise and inspect such use of grain alcohol and methylated spirits without payment of internal revenue taxes, and to make such regulations as he may deem necessary to provide for and control the use of grain alcohol and methylated spirits in manufacturing processes as provided in section one, which regulation shall provide for and include the reimbursement by persons so using grain alcohol or methylated spirits of all expenses incurred by the Government in such supervision and control in manner and form as the Secretary may determine.

Some surgical instruments which were found in the ancient city of Sybaris, and date from the year B. C. 510, were recently exhibited at the Academy of Science in Turin.

## THE BOSTON ASSOCIATION OF RETAIL DRUGGISTS.

**Busy Days for Boston Druggists—Delegates to Appear Before the Medical Association—Opposed to Requiring Formula on the Label—To Prohibit Sale of Cocaine Snuffs.**

(From our Regular Correspondent.)

Boston, December 21—The December meeting of the B. A. R. D. was held at the Massachusetts College of Pharmacy building on the evening of the 13th. The secretary and treasurer submitted reports, that of the latter showing a balance on hand of \$1,975.99.

The Executive Committee reported that several meetings had been held, at one of which resolutions on the death of Charles C. Goodwin were adopted, a floral offering sent at the time of his funeral and a committee appointed to present resolutions at the next meeting. At another meeting a committee was delegated to appear at the annual meeting of the Boston Medical Association, February 28, and address the gathering in the interest of the retail trade upon ethical and pharmaceutical lines. This matter was left with the chairman and secretary for future consideration. The death of C. M. Donahue was reported by this committee.

The convention committee submitted a final report, which included the balance of the list of the firms who had contributed. After paying all bills a balance of \$350 was left. On motion of Mr. Ernst it was voted to thank the donors to the convention's success by letter.

Mr. Carver, representing Henry Thayer & Co., was introduced. He spoke of his inability to be present at the previous meeting, but assured his hearers that his firm was in accord with the desires of the retail trade. He stated that no sales were made by his firm to department stores, aggressive cutters, mail order houses or physicians.

## LEGISLATION DISCUSSED.

Mr. Finneran then brought up the special subject for the evening—legislative matters. He briefly reviewed the legislative attempts of last year and outlined the possible legislation of the coming session. He advised the association to place itself on record, as he felt that the legislative committee would like to know the attitude of the organization on these subjects. On motion of Mr. Tucker the B. A. R. D. voted against any legislation compelling the labeling of packages or bottles with statements of ingredients or amounts. This was made applicable to manufacturers of patent medicines.

Mr. Bean moved and it was voted that the legislative committee be instructed to use their influence in endeavoring to have a pharmacist made a member of the Board of Health.

## TO PREVENT SALE OF COCAINE SNUFFS.

The subject of catarrh powders containing cocaine was also discussed. C. S. Sawyer deemed legislation necessary. On motion of Mr. Tobin the legislative committee was instructed to draft a bill, to be presented at the coming session, making it a crime to import, manufacture or offer for sale within this State any powder containing cocaine in any form.

F. F. Ernst, Ph.G., advocated holding a ball and stated that he wished the members to consider the question as he proposed offering a motion at the next meeting.

Mr. Finneran moved that the annual meetings and election of officers in the B. A. R. D. auxiliaries be held during the week following the annual meeting of the B. A. R. D. This matter will be considered at the January meeting.

## Colonel Carr as a Publisher.

Colonel Charles M. Carr, editor of *N. A. R. D. Notes*, has secured control of the *Dispensers' Journal*, devoted to soda water dispensing, which will hereafter be published by the C. M. Carr Company, 74 Dearborn street, Chicago. He announces that "the N. A. R. D. is to offer the *Dispensers' Journal* in a club with *Notes* at \$1 for the two papers, 85 cents for *Notes* and 15 cents for the *Journal*." The regular price of the *Journal* is 25 cents per annum.

## KINGS COUNTY DRUGGISTS MEET.

**Alcoholic Proprietaries Discussed, and Members of the K. C. P. S. Listen to a Paper on Ipecac.**

Elsewhere in this issue is printed a very full abstract of the paper on "Ipecac," read by Dr. I. V. S. Stanislaus, at the regular meeting of the Kings County Pharmaceutical Society, held at the Brooklyn College of Pharmacy, 265 Nostrand avenue, on Tuesday, December 12. The meeting was opened by President Paradis at 8.30 o'clock, and before proceeding with the routine business Dean Anderson of the college conferred the degree of Graduate in Pharmacy on four students of the college who had passed successful examinations at the last session, but who were debarred by the age limitation from taking their degrees on Commencement night. Their names are Harry W. Vinicombe, Arnold Lehmann, Grover A. Meyer, and Alice J. Kunkel. Miss Kunkel is the daughter of Charles Kunkel, a respected member of the society who conducts a pharmacy at Hamburg avenue and Linden street, Brooklyn.

The Committee on Legislation reported through Dr. William Muir on the recent ruling of the Commissioner of Internal Revenue in regard to the sale of proprietary medicines containing alcohol. He read the list of articles which had been specifically named by the commissioner, the list being identical with that printed in the *AMERICAN DRUGGIST* for November 27, on page 303.

The Committee on National Formulary reported with the suggestion that circulars be prepared and sent to the physicians of Brooklyn advertising the work being done by the society, but it was not deemed advisable to do this until the new edition of the National Formulary had made its appearance.

John G. Wischerth called attention to the close association of jobbers which had been formed in the metropolitan district for the purpose of raising prices to retailers. The action of the jobbers was resented by several speakers, and on the motion of Mr. Marsland the following resolution was adopted:

*Resolved*, That it is the sense of the Kings County Pharmaceutical Society that the Metropolitan Association of Retail Druggists, through the N. A. R. D., shall request all manufacturers to market their goods on the Direct Contract Serial Numbering Plan, and those who do not adopt this plan be requested to sell their goods in New York market without regard to the rebate plan or tripartite agreement, providing such sale does not interfere with existing arrangements in other parts of the country.

It was understood that the object in adopting this resolution was to guide the representatives of the Kings County Society in the M. A. R. D.

The constitution of the society was amended by the addition of a new section providing for the award of free scholarships.

Professor Anderson presented the society with a framed portrait of the late Prof. Walter Bryan on behalf of the Alumni Association of the college, and he improved the opportunity to make adequate mention of the many admirable traits of character and scientific attainments of the deceased.

Treasurer P. W. Ray announced the death of Luther F. Stevens, and moved the adoption of suitable resolutions. Mr. Keenan and Mr. Marsland, in brief eulogies, paid tribute to the late Professor Stevens' worth as a pharmacist and man.

Dr. Stanislaus then read his paper on "Ipecac," which proved both interesting and instructive. It was decided to bring the subject of the two varieties of ipecac now official in the Pharmacopœia to the attention of the medical societies, a committee being appointed for this purpose.

Ninety-one new local associations have been organized since the adjournment of the Boston convention of the N. A. R. D. They represent a membership of 934 active retail drug men.

## The Manufacturing Chemists' Registration Bureau.

The following titles have been received for registration in the Manufacturing Chemists' Registration Bureau: Chloroform Throat Lozenges, Parke, Davis & Co. and Syrup Euphorbia Compound, Parke, Davis & Co., Detroit, Mich.



**N. A. R. D. WOMEN ORGANIZED.****First Meeting of the Perfected Organization—Programme of Work—Plans and Scope of the Organization.***(From our Regular Correspondent.)*

Boston, December 29.—On December 11, at the Massachusetts College of Pharmacy, the first convention of the woman's organization of the N. A. R. D. took place. About 25 women took part in the proceedings, and they were all Bostonians, or residents of its immediate vicinity. The enthusiasm of those in attendance fully compensated for the lack of numbers. The members also received much encouragement from those from a distance, who had written words of commendation. These were many in number, and from those also who in the future will undoubtedly take an active part in furthering the aims of the organization. Good counsel and best wishes also came from the N. A. R. D., through Secretary Wooten. The communications of ex-President Voegell and W. O. Frailey, of Lancaster, Pa., were most gratifying, and their reading was followed by hearty applause.

Organization details and the constitution and by-laws were thoroughly discussed. These latter were adopted substantially as recommended by the committee in charge of this subject. It was voted to make the annual assessment \$1. The following officers were elected: President, Mrs. L. O. Wallace, Boston; vice-presidents, Mrs. Thomas Voegell, Minneapolis, and Mrs. L. G. Heinritz, Holyoke, Mass.; treasurer, Mrs. Charles Avery, Chicago; secretary, Mrs. J. G. Godding, Boston; Board of Management, Mrs. W. A. Pierce, West Chester, Pa.; Mrs. O. H. Brown, Council Bluffs, Ia.; Miss Mary Fien, Little Rock, Ark., and Mrs. Edgar Sparks, Burlington, N. J.

It was voted to hold future conventions at the time and place of the annual N. A. R. D. gatherings, and local organizations are to be entitled to one delegate, and one delegate more for every 15 members above the first 15.

Many resolutions of thanks for help extended were adopted. This list included the B. A. R. D., the N. A. R. D. and the pharmaceutical press.

A representative from the National Federation of Women's Clubs then addressed the convention, and this was followed by adjournment sine die.

**RETAILERS AND JOBBERS AT ODDS.****N. A. R. D. Takes No Action.**

Up to a late hour last week no reply had been received here to the M. A. R. D.'s appeal to the Executive Committee of the N. A. R. D., in which the latter was requested to define the National Association's attitude in the present controversy between retailers and jobbers in this city regarding discounts, etc. The referring of the matter to national headquarters by the M. A. R. D. caused quite a stir among jobbers, who resent the charge made by retail interests of bad faith and attempts to demoralize the situation. The wholesalers declare that the present trouble is simply the result of a strict enforcement on their part of the terms of their contracts with the proprietors. It is pointed out that jobbers elsewhere in the United States have done this and that the local jobbers merely followed suit. According to the terms of the contracts referred to, all retailers, both large and small, should be treated alike, and jobbers insist that this has been done, despite statements made by prominent M. A. R. D. interests to the contrary. The wholesalers assert that the N. A. R. D. really has not part in the controversy, since the matters in dispute rest entirely with the proprietor and jobber to adjust.

Reference has already been made in these columns to the fact that the Brooklyn Consolidated Drug Company has been cut off by at least one proprietor. It is further alleged that goods sold by that company found their way into the hands of cutters, and also that the Consolidated itself has violated contracts with manufacturers. Dr. William C. Anderson, president of the Brooklyn Consolidated, emphatically denies the charges

made against that company. He declares that the company was not cut off by the Castoria Company because of any act causing trade demoralization, but rather because pressure was brought to bear on the Castoria people, and the jobbers were strong enough to refuse to handle that company's goods if it continued to supply the Brooklyn buying club. Dr. Anderson thinks that the trouble is nothing more nor less than a move on the part of jobbers to stop all direct sales to retailers and make themselves the sole distributors for the proprietors. As to the fact that the Brooklyn Consolidated had offered for sale Pitcher's Castoria, Dr. Anderson said that Pitcher's was the original formula, and that this step had been taken in retaliation against the Centaur Company. He believed retailers were justified in taking such retaliatory steps against proprietors who do not treat them squarely.

**PHILADELPHIA COLLEGE OF PHARMACY PHARMACEUTICAL MEETING.****Criticisms of the Pharmacopœia—The Volume Too Bulky—Needless Repetition of the Details of Tests.**

The regular monthly pharmaceutical meeting of the Philadelphia College of Pharmacy was held on Tuesday afternoon, December 19, with William McIntyre in the chair.

**THE PHARMACOPOEIA NOT ADAPTED FOR USE AS A LEGAL STANDARD.**

Prof. Henry Leffmann, who is widely known as an analyst and writer on chemical subjects, was the speaker of the afternoon, and presented a criticism of The U. S. Pharmacopœia from the Point of View of the Analyst and as a Legal Standard. Some of the reasons advanced by the speaker as showing that the Pharmacopœia is not adapted for a legal standard were: That it does not come from a sufficiently restricted source; that it is not issued by the Government, and because of the time elapsing from one edition to the next it is incapable of quick adaptation to conditions.

In discussing the paper M. I. Wilbert said: "To pharmacists who are at all interested in advancing the status as well as the use of the Pharmacopœia it must be evident that the very attempt at making the book a comprehensive text book on the sciences relating to pharmacy not alone tends to increase the size as well as the price of the Pharmacopœia, but is also the one factor that has evidently delayed the publication."

Charles H. La Wall spoke of the recurring tests for the same chemical, and said that much space could have been saved by giving the test once and referring to it as need be.

William L. Cliffe, in speaking of the law governing adulterations and sophistications of drugs in Pennsylvania, said that the Board of Pharmacy, which has jurisdiction in the matter, considers the Pharmacopœia to be the best available standard, and that the law refers to the latest edition.

Dr. Lowe spoke of the doses in the Pharmacopœia and said that they were hardly average but rather low, generally speaking.

Specimens of a Bombay mace and of Pistachio nuts were exhibited by Chas. H. La Wall, and one of Java cinchona by Joseph W. England.

**A Federal Bill Requiring Publication of Formula.**

At the last session of Congress a bill was introduced which required the publication on the label of the names of the ingredients of all proprietary medicines intended for interstate transportation, but the measure never came to a vote. A similar measure has been introduced in this session of Congress by Representative Webb, of North Carolina.

The bill reads as follows:

Be it enacted, etc., That any person, firm or corporation, who shall ship or deliver for shipment from any State or Territory, or the District of Columbia, any patent or proprietary medicine, or any other secret medicinal compound, shall place on each bottle or package of such medicine a label, on which shall be printed in the English language the name of each ingredient contained in such bottle or package of medicine; and if such medicine or medicinal compound shall contain opium or any of the preparations of opium, chloral, cocaine or alcohol, then in such cases the quantity of these drugs contained in each bottle or package of such medicine shall be printed on the label in the English language.

Sec. 2. That every person, firm or corporation who manufactures,

or produces and delivers for interstate shipment or transportation to any State, Territory or the District of Columbia other than the State, Territory or District of Columbia, in which it is manufactured, any patent or proprietary medicine, or any other secret medicinal compound, shall place on each bottle or package of such medicine a label on which shall be printed in the English language the name of each ingredient contained in such bottle or package of medicine as provided in section one of this act.

Sec. 3. That this act shall not be construed to interfere with commerce within the State where such medicine or drug is manufactured nor with the exercise of the police powers of the several States.

Sec. 4. That any person, firm or corporation who shall violate sections one and two of this act shall be guilty of a misdemeanor, and upon conviction shall be fined not less than \$100 nor more than \$500 or imprisoned not less than one month nor more than six months, or both, in the discretion of the court.

Sec. 5. That nothing in this act shall be construed to prohibit druggists from filling the prescriptions of physicians.

Sec. 6. That this act shall take effect and be in force from and after the first day of January, 1907.

It will be observed that the bill not only requires the publication of the ingredients, but in the case of narcotic drugs and of alcohol requires a specific statement of the proportion of ingredients. It hardly seems probable that the bill will become a law, though in view of the recent attacks on proprietary remedies of all kinds there is a possibility of its doing so.

#### An Expanding Medical Weekly.

On January 1, 1906, the *Medical News* will cease to exist as a separate journal, and will be merged with the *New York Medical Journal*. The *Medical News* was established in 1843 by what is now the firm of Lea Brothers & Co., and, in keeping with every medical publication the Leas have ever touched, the *News* has passed through more than 50 years of only the highest and best of medical literary effort. The *New York Medical Journal* takes over the *News* just as it did the *Philadelphia Medical Journal* in 1903, retaining the best features and eliminating others. The *New York Medical Journal* has been for many years the best edited weekly medical publication in the United States, and with the features of the *Philadelphia Journal* and of the *News* added to it, it will stand head and shoulders above any other medical weekly.

#### Registered in New Jersey.

The following applicants, who were examined at the October meeting of the New Jersey Board of Pharmacy, have been granted licenses:

REGISTERED PHARMACISTS.—Fred. T. W. Bowne, Paterson; Henry E. Balcom, Norwalk, Conn.; Charles W. Baas, Scranton, Pa.; A. Jenner Bourchier, Newark; Luigi Donato Di Paola, Jersey City; Augustus Dangier, Long Branch; Charles P. Eves, Columbia, Pa.; Gdal S. Friedman, New York; Edward B. Flint, Newark; Paul Goldberg, New York; Frank M. Garton, Philadelphia; Robert C. Howard, New York; Samuel Kaufman, Yonkers, N. Y.; Joseph P. Kelm, Atlantic City; Sidney W. Lockwood, Bayonne; Wilbert J. Moore, Woodstown; Benjamin Machlin, New York; Charles Maier, Woodbury; Herman Meyersfeld, Hoboken; Alfred E. Oakes, Elizabeth; Fred. A. Sandmann, Brooklyn; Benjamin H. Williams, Jersey City, and Thomas A. Weaver, North Plainfield.

REGISTERED ASSISTANTS.—James R. Fazio, Newark; Emanuel Fantl, Newark; W. H. Harry Harbourt, Trenton; Jeremiah Harris, Newark; A. Hadden Seaman, Perth Amboy; Fred. Chas. Grant Secker, Newark.

#### DIED.

ACKERMAN.—In Turbotville, Pa., on Wednesday, December 6, A. K. Ackerman, in the fifty-sixth year of his age.

CALKINS.—In Elmira, N. Y., on Tuesday, December 12, William E. Calkins, in the seventy-first year of his age.

GREEN.—In Llewellyn Park, Orange, N. J., on Friday, December 1, David Ely Green, in the sixty-ninth year of his age.

KENNARD.—In Baltimore, Md., on Sunday, December 3, James B. Kennard, in the seventy-second year of his age.

KROH.—In Los Angeles, Cal., on Thursday, December 7, Dr. William Kroh.

SMITH.—In Ohio, last month, Everett William Fletcher Smith, in the fifty-fourth year of his age.

TAFT.—In Clifton Springs, N. Y., on Wednesday, December 6, James Horton Taft, in the eighty-fifth year of his age.

TUCKER.—In Baltimore, Md., on Monday, December 4, George W. Tucker.

WEBSTER.—In Baltimore, Md., on Wednesday, November 29, Charles R. Webster, in the forty-ninth year of his age.

ZIEGLER.—In Philadelphia, Pa., on Wednesday, December 13, Charles Henry Ziegler.

#### Greater New York News.

E. B. Bragg, third vice-president of the General Chemical Company, came from Chicago last week on a visit to the local offices of the company.

Emil Levi, manager for C. F. Boehringer & Soehne, 7 Cedar street, this city, sailed last week to spend the holidays in Mannheim, Germany.

J. H. Cox, secretary-treasurer of the J. H. Tilden Company, New Lebanon, N. Y., was in town recently on his annual Christmas buying trip.

George Coutellier, of the buying staff of Magnus & Lauer, sailed recently on the new Hamburg-American liner *Amerika* for a month's trip to France in the interest of his firm.

E. de la Balze, European agent of the Humphreys Homeopathic Medicine Company, is here with his wife and daughter from Paris, and will remain until after the holidays.

By January 2 the Powers-Weightman-Rosengarten Company expect to occupy their new quarters at 145 to 147 Front street, which include the five floors of the remodeled building.

Word has been received at the New York branch of Parke, Davis & Co. of the arrival of C. C. Murray, in charge of the Sydney, New South Wales, branch, at his post of duty. Mr. Murray lately visited the home office in Detroit.

N. Nicolai, foreign representative of Parke, Davis & Co., has returned for a visit to his firm's New York and Detroit offices after a year spent in Argentina and other South American countries.

A. G. Rosengarten, of the Powers-Weightman-Rosengarten Company, and Mrs. Rosengarten, who have been visiting in Europe, returned last week. Dr. George Rosengarten came over from Philadelphia on a short business trip.

During a recent severe wind storm three large plate glass windows were smashed in William Wilson's drug store, at Forty-second street, causing \$1,000 damage and leaving the store at the mercy of the storm.

Owing to the large increase in their business, Reid, Yeomans & Cubit have leased a room on the floor above their store on Nassau street. This will give additional floor space of about 15 x 30, which will be used for stock and office purposes.

Charles L. Gleeson, sales agent for P. E. Anderson & Co., of this city, has returned from an extensive business trip through the Middle West. Mr. Gleeson reports the trade outlook for the new year as very encouraging.

P. E. Hall, auditor of Parke, Davis & Co., has arrived in London, where he will remain about a month. He is accompanied by Mrs. Hall and Mrs. S. H. Caragan, wife of the manager of the traveling staff of salesmen attached to the New York office.

Frederick H. Bruckel has been awarded a verdict for \$10,000 damages against J. Milhau's Sons for injuries inflicted by the explosion of a gas generating device which the plaintiff had purchased of the defendant. The accident happened in 1902 and caused Bruckel the loss of an eye.

E. J. Beggs, of E. J. Beggs & Co., 101 Fulton street, is at Lakewood, N. J. Mr. Beggs left for Old Point Comfort in November to recover his health. His two sons, Edward and Arthur E. Beggs, have succeeded in the active management of the business.

Among the out of town people registered at the Drug Trade Club during the last few days were: Irwin Krohn, Cincinnati; A. J. Bremig, Allentown, Pa.; Gerald A. Dillon, Montreal; E. H. Haines, Chicago; W. P. Whelan, London, England; W. E. Fitch, M. D., Savannah.

W. G. Ungerer, of Ungerer & Co., 15 Platt street, this city, has returned from a two months' business trip as far West as St. Louis. Jeremiah D. McFerren, the New England representative of the firm, was in town last week. Both report trade conditions as highly satisfactory.

The marriage is announced of Miss Jessie Vincent, the youngest daughter of the late William C. Vincent, who was one of the oldest druggists in Brooklyn, and Willet L. Roe. The ceremony took place in the Little Church Around the Corner, in Manhattan.

James M. Bush, chairman of the Board of Directors of the London house of W. J. Bush & Co., Limited, and president of the American incorporated branch, sailed for London recently on the Carmania, after a six weeks' stay in this country on his annual visit. Edward Long, sales manager for the American house, has gone on a trip to Chicago and St. Louis.

Represented by an associate of former Judge Alton B. Parker, Alfred Freligh, a drug clerk, of 1174 Putnam avenue, Brooklyn, who killed his wife and mother-in-law, waived examination for the Grand Jury in the Gates Avenue Police Court. Former Judge Parker will appear in person to defend the accused man when the case is called in the County Court.

At the last meeting of the Bushwick Pharmaceutical Association, the members voted in favor of the proposed amendment to the constitution, changing the name of the association to the Brooklyn Pharmaceutical Association. The members voted unanimously to incorporate the association. The Board of Directors consists of Albert Fischer, Walter L. Schneider, Emil Krauscher, Henry Lentz, Otto Henner, August C. Severin and Charles Helmerzhalm.

In order to meet repeated requests for quicker delivery of goods and in view of the inability of the transportation companies to promptly meet the demands upon them, which has delayed goods in transit, the Powers-Weightman-Rosengarten Company has concluded to open a branch house at 412 to 416 Elm street, St. Louis, Mo., from which customers can obtain all chemicals listed by this firm. John F. Queeny, formerly of the Meyer Brothers Drug Company, will be in full charge of this branch.

Kuttruff, Pickhardt & Co., 128 Duane street, this city, are extending and remodeling their offices and making provisions for vaults and additional desk room, in preparation for the consolidation on January 1, 1906, of their business with that of the Farbenfabriken of Elberfeld Company. The name of the new corporation will be the Continental Color & Chemical Company. The San Francisco office of Kuttruff, Pickhardt & Co., which was opened a couple of years ago, will be discontinued on January 1, 1906.

F. L. Bodman, who for some time has been covering the general Eastern territory for the crude drug department of Parke, Davis & Co., has entered the employ of the Powers-Weightman-Rosengarten Company, and after the first of the year will take charge of the territory embraced in the New England States and adjacent to New York, Philadelphia, Baltimore, Washington and Richmond, territory that was formerly covered by C. A. Loring, who became manager of the New York offices of the company last summer.

Some 45 acres of land in New Brunswick, N. J., have been purchased by E. R. Squibb & Son, Brooklyn, on which the firm will erect six buildings of concrete and steel construction for the manufacture of chemicals, etc., as an addition to their Brooklyn plant. Two of the buildings will be 60 x 450, one 60 x 200, one 60 x 250, one 60 x 50 and one 60 x 40. The enlargement of the plant is made necessary by the increasing business of the company, and the tract in Jersey was purchased because a suitable location could not be secured in Brooklyn.

At the tournament of the Wholesale Drug Trade Bowling Association on Monday night, December 4, the teams competing were those of Merck & Co., Dodge & Olcott, Bruen, Ritchey & Co., Lanman & Kemp, Lazell, Dalley & Co. and Seabury & Johnson. The Dodge & Olcott team won both games played. The Bruen-Ritchey team suffered a double defeat. Other teams won and lost a game each. Mr. Caghey, of the Seabury & Johnson team, made the highest score of the evening, 214. In the bowling on Monday night, December 10, the Parke-Davis team was defeated for the first time this season, being beaten by the Lazell-Dalley team by a very small margin. The highest individual score that evening was made by

Ely, of Dodge & Olcott, the next highest was Kaiser, of Whitall-Tatum. The highest team score was made by Dodge & Olcott, 894, and the next highest by the Whitall-Tatum team.

#### Annual Meeting of the German Apothecaries' Society.

The annual meeting of the German Apothecaries' Society was held on Thursday night, December 7. All of the reports showed that the society is in a very prosperous and satisfactory condition. Treasurer Hirseman reported a total membership of 353, an increase during the year of 17 members. The receipts were \$2,528.06 and the expenses \$2,276.49. With the balance previously deposited the society now has \$3,166.47 to its credit. Mr. Hirseman made an additional report covering his nine years' service as treasurer. It showed that since 1896 there has been an annual average increase in membership of more than 14. The total income was \$19,690.57, the total expenses \$19,718.55, a deficit of \$27.98. Among the expenditures during that period were \$473.50 for charitable purposes, donations, etc.; \$831.70 for legal aid, \$1,500 for legislation, \$2,875 for periodicals for members, and \$879 for refreshments.

George Kleinau, chairman of the Legislative Committee, said he had received an opinion from a lawyer affirming the correctness of the decision recently obtained by the Board of Pharmacy in which it was held that where a druggist gives a personal name to a preparation, as "Jones' Tincture of Iodine," it does not exempt him from making it other than of U. S. P. strength. Mr. Swann said that this point had not been tested; he thought the Board of Pharmacy was wrong.

R. S. Lehman, chairman of the Entertainment Committee, urged all the members to attend the annual ball, which will be held in the Harlem Casino on January 11.

In his annual address President Imhof reviewed the work of the year. He recommended, in regard to the sale of poisons, that the members should either sell no poisons at all or should sell in strict compliance with the existing poison laws. He advised the members to give up the sale of liquor altogether. He regretted that the agitation for a representative on the Board of Health had been renewed, for he thought no good would result from it.

The following officers were elected for the ensuing year: President, Felix Hirseman; first vice-president, Chas. F. Klippert; second vice-president, August Diehl; treasurer, R. S. Lehman; recording secretary, O. A. Leister; corresponding secretary, George Kleinau; archivist, A. F. A. Wiggers; librarian, Fred. Trau; trustees, E. C. Goetting, C. F. Schleussner and Henry Imhof.

A rising vote of thanks was tendered the retiring president. Mr. Hirseman then took the chair and announced the following chairmen of committees: Scientific, Emil Roller; Trade, C. F. Plumb; Entertainment, S. V. B. Swann; Legislative, George Kleinau; Legal Aid, Paul Arndt.

#### Manhattan Association Meeting.

Very little business was transacted at the regular monthly meeting of the Manhattan Pharmaceutical Association last Monday night. The feature of the meeting was an interesting and instructive lecture delivered by Dr. Henry Kraemer, of Philadelphia, professor of botany and pharmacognosy in the Philadelphia College of Pharmacy. His subject was "The Application of Bacteriology to Pharmacy." The text of his lecture, which was accompanied by quite an elaborate exhibit of sterilizing apparatus, together with specimens which Dr. Kraemer brought over from Philadelphia, is given elsewhere in this issue. The meeting and lecture took place in the large lecture room of the New York College of Pharmacy. The attendance of members of the Manhattan Association was rather light, but this was more than offset by the presence of a large number of students of the college, who responded to President Alpers' invitation to attend the lecture.

President Alpers called the meeting to order about 9.30 p. m. After the minutes had been approved as read by Secretary Swann Treasurer Hitchcock reported on the condition of the Association's finances. A balance in the treasury of \$187.60 was shown. There were no committee reports. A communi-

cation of minor consequence was read and one new member was elected. President Alpers said that no conference had as yet been arranged with the Mayor in regard to having pharmacists represented on the local Board of Health. In a few brief but well-chosen remarks President Alpers then spoke of the association's good fortune in having such a prominent and able authority to lecture, and he said he took great pleasure in introducing Dr. Kraemer. The latter spoke for more than an hour and his lecture was closely followed by those present. Dr. Kraemer has a pleasing delivery and his discourse was entertaining as well as instructive. At its conclusion a collation was served in the library room of the college.

#### WESTERN NEW YORK.

**Good Weather a Bad Thing for Suburban Druggists—Price Schedule Advanced—Trade in Proprietaries Declining—But Little Drug Adulteration Reported by the Board of Pharmacy.**

*(From our Regular Correspondent.)*

Buffalo, December 18.—There is complaint of too good weather on the part of the outside retail druggists of Buffalo. They say that this enables the good people to go downtown every day after holiday goods, and then they buy their drugs and medicines in the same district. But there is always something to fill the ointment with flies.

#### THE NEW PRICE SCHEDULE ADVANCED.

There has been a further advance in the prices of proprietary medicines and other things pharmaceutical that department stores so often cut down in price, all the members of the trade, big as well as little, standing by it in the best possible faith, so the new hold on that side of the trade is good. It no doubt has much to do with the report that the retail business in the city is better this end of the year than it was last fall, while the spring business was best last year.

Still it appears to be the opinion of the best observers of the trade that the proprietary medicine or the proprietary anything has had its day and must in the future sell for less than it did and in smaller amounts as well. There have been some very flagrant violations of common decency by certain pretty well-known patent medicine manufacturers, not to put the case any finer, which has disgusted the retail trade and frightened the consumer, and it must affect the entire trade, as the public is not able to discriminate. If there is a big decline the trade will have to be labeled "Killed by spurious preparations."

#### THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY

has for the most part laid aside its campaign of education, repression and caution for the year and will take up few or no cases till the year is closed up and the January registration is passed. There will be business enough so.

A leading member of the board says he is pleased to find that there is so little adulteration of drugs or substitution of cheap products for expensive ones. The chief reason for watchfulness is that druggists get careless if left to themselves, and most of them are open to an occasional poking up that lasts quite a good while. If they persist in that sort of practice, forgetting poison labels, letting their standards relax, then there is nothing to do but apply the lash of a good fine. So it will be necessary to keep up the watch right along.

#### AUBURN AND ITHACA ORGANIZED.

J. D. Bellaire, the N. A. R. D. organizer who went eastward from Buffalo some months ago to look after trade interests in the middle of the State, appears to have let no grass grow under his feet, for he had no sooner brought Auburn into line than he proceeded to Ithaca and took up the same line of work. He found as something of an obstacle the old Tri-County Association, which had been the rallying center of the counties of Cayuga, Tompkins and Cortland for 20 years. It was still a strong body, but did not affiliate with the N. A. R. D. and stood up strong against anything of the sort, on the plea that there was no need of it, as prices were maintained and the associa-

tion was doing its own work. The argument that succeeded, however, was the "2-4-8" proposition, as it appears that some of the members at least were paying more than they should for proprietary goods; so at length a move was made that brought Ithaca into line, and Cortland is reported as "coming." It is arranged that the Ithaca and Cortland associations be of the double-header description, practically one body, but with President Elliot still at the head in Cortland, and A. B. Brooks will be president in Ithaca. Mr. Bellaire goes to his home in Philadelphia for the holidays.

#### CANADA.

**Details of the Big Merger—Sixteen Wholesale Houses Join Hands—Six Million Dollars Capital—Officers of the Corporation.**

*(From our Regular Correspondent.)*

Toronto, Canada, December 18.—The organization of the National Drug & Chemical Company, with a capital of \$6,000,000, was completed at a meeting held at the Windsor Hotel, Montreal, on the 7th inst. The following 16 firms were embraced in the merger: The Hattie & Mylius Company, Halifax, N. S.; Simpson Bros. Company, Halifax; Canada Drug Company, T. B. Barker & Sons and the D. McDairmid Drug Company, all of St. John, N. B.; Evans & Sons, Kerry, Watson & Co. and Lyman, Knox & Co., all of Montreal; Lyman, Knox & Charlton and Elliott & Co., Toronto; Henry Skinner & Co., Kingston, Ont.; Dominion Drug Company and J. Winer & Co., Hamilton, Ont.; London Drug Company, London, Ont.; Bole Drug Company, Winnipeg and Calgary, Alberta, and Henderson Bros., Vancouver and Victoria, B. C.

#### OFFICERS ELECTED.

The following officers were elected: President, D. W. Bole, M.P., Winnipeg; first vice-president, J. W. Knox, Montreal; second vice-president, A. B. Evans, Montreal; treasurer, C. W. Tinling, Hamilton; secretary, James Mattinson, London. The other directors are T. H. Wardlesworth, Charles Lyman and W. S. Kerry, Montreal; T. M. Henderson, Victoria; Wm. Henderson, Vancouver; H. W. Barker, St. John; W. S. Elliott, Toronto; James B. Hattie and F. C. Stinson, Halifax, and W. W. Bole, Winnipeg.

#### THE ONTARIO COLLEGE OF PHARMACY.

At the semiannual session of the council of the Ontario College of Pharmacy, December 4-8, it was decided to recommend to the Government an amended poison schedule embracing a list of the poisons which must be dispensed and sold only by qualified druggists. This includes a number of new poisons which have been discovered or placed on the market since the old schedule was adopted. The Infringement Committee's report drew attention to the increased sale of habit forming drugs and suggested urging upon the Government an amendment of the law in that respect. They also recommended that in view of the numerous fatalities from carbolic acid the registrar-treasurer be instructed to notify every druggist that the provisions of the Pharmacy act requiring the registration of each sale of carbolic acid must be strictly enforced. The report was adopted. It was resolved to take no immediate action to secure a larger college building. In regard to applications from students outside the province it was decided that they should be received on the same basis as Ontario students. Alexander Stewart, of Guelph, was appointed a member of the council in place of James Law, Guelph, resigned.

#### CANADIAN NEWS NOTES.

L. L. Stevenson has purchased the drug business of J. L. Spencer, London, Ont.

Henry K. Wampole & Co., manufacturing chemists, have removed from Toronto to Perth, Ont., where the municipality has given them special inducements to locate.

Edwin Thompson, of the English firm of Thompson & Capper, homeopathic chemists, was in Toronto recently in the course of an American tour. The firm has been appointed sole agent in England for the pharmaceutical machinery manufactured by the F. J. Stokes Medicine Company, Philadelphia.

## NEW ENGLAND.

**Window Displays Barred Under Liquor License Act—Interpretation of the Law Regarding Obstruction of Windows—Some Druggists Surrender License—Medal for Druggist Hero.***(From our Regular Correspondent.)*

Boston, December 20.—A recent order of the Board of Police is causing much criticism and annoyance to the retail trade. In the liquor law there is a provision that the street windows of licensed places shall be unobstructed. For many years this has been applied only to saloons and hotels by the powers in control, but now, through the spurring of the new District Attorney, the board has decided that this section is also applicable to drug stores. This interpretation, while against the interest of the trade at any season of the year, is an especial hardship at the present time, as in many stores the windows were already arrayed for the Christmas trade. Secretary Tobin, of the Boston Association of Retail Druggists, does not believe that this law applies to the drug trade, but states that without doubt some action will be taken to repeal this troublesome provision. He, however, hastened to comply with the order, as did many other druggists. The sentiment with several of the trade is to surrender the licenses rather than remove the displays of goods from the windows. S. A. Epstein, of Scollay square, wrote the board as follows:

Gentlemen: Being unable to comply with your request to remove certain window displays which more or less obstruct a clear view of my store from the street, I hereby surrender my liquor license. Yours most respectfully, S. A. EPSTEIN.

It would not be surprising if many more followed Mr. Epstein's example.

**DRUGGIST HERO RECEIVES MEDAL.**

Samuel B. Roos, who keeps a store on Blue Hill avenue, has just been awarded a bronze medal by the Massachusetts Humane Society. The deed for which the award has been made took place in 1903, when the youngster whose life was saved climbed to the seat of a coal wagon which stood near Mr. Roos' store, and, playing with the reins, frightened the horses, which started down Blue Hill avenue at a wild pace. At the risk of his own life Mr. Roos grabbed the bridle of one of the animals as the runaways passed his place of business and was dragged a block over the pavements before bringing the maddened team to a standstill.

Thomas W. Patrick, who coaches candidates for Board of Pharmacy examinations, has been granted a temporary injunction by the Superior Court restraining Joseph N. Clark and Charles O. Danforth from making, publishing or printing or selling questions and answers claimed to have been arranged by him for use of pupils preparing to take the examinations of the State Board of Pharmacy. He avers that Clark was a pupil of his, and with Danforth is publishing his questions and answers in book form without his authority.

**DAMAGES AWARDED FOR INJURY BY ELECTRIC LIGHT CURRENT.**

Pierre Brunelle, of Lowell, has just been awarded a verdict of \$5,500 against the Lowell Electric Light Company. This was for personal injury, a jury determining the sum to be given Brunelle. He sustained damages by being burned by an electric light wire in the cellar of his store while endeavoring to repair it. His hand was so badly injured that amputation of a part of it was necessary. He brought suit, which was contested by the company on the ground that if the wires were out of order one of its own workmen should have been employed to make the repairs, and, further, that no notice had been given it that the wire was defective in any respect.

**TALKED ABOUT.**

Joseph Ricord, of Salem, was recently arrested and taken to Providence, R. I., to appear before the Superior Court in that city. In 1904, while connected with a drug store in Providence, R. I., he was convicted of maintaining a common nuisance. He escaped from the court room while the judge was charging the jury, finally being located as above noted.

## PENNSYLVANIA.

**Chaos Follows the Loder Verdict—The Philadelphia Wholesale Drug Company Stricken from List of Accredited Wholesalers—Cocaine Sales Must Stop—Camden Furnishes Supplies.***(From our Regular Correspondent.)*

Philadelphia, December 21.—There is chaos in the retail drug trade in this city. Ever since the verdict in the Loder suit was rendered preparations have been under way for the marking down of such articles as do not come under the tripartite plan. These goods are being held up to the regular price, but other articles are liable to be marked lower than ever before. As yet the cutting has been confined in a measure to two or three stores, but after the holidays and after stock taking has been done then the fight is to be begun. George B. Evans will lead the fight for the retail drug trade. It is understood that he has given orders to mark down all proprietary articles, and if this is not sufficient he will make a reduction in other goods. By doing this he will draw the trade to his store and will deprive those who would not come into the Retail Association of a number of customers. There is considerable talk about the result of Loder's suit. There is no doubt that it will be carried to a higher court, for the retailers are satisfied that they cannot secure a just trial by jury, especially when the suit has been termed as against the "Drug Trust." There are no drug trust retailers and some one higher up than Mr. Loder is back of the suit. There are more suits said to be pending but as yet no action has been taken. It is thought those who contemplate suing the Retail Association will wait until the Loder case has been settled by a higher court before they will make a move.

**THE PHILADELPHIA WHOLESALE DRUG COMPANY REMOVED FROM LIST OF ACCREDITED WHOLESALE HOUSES.**

The best of feeling between the members of the Philadelphia Wholesale Drug Company and some of the local wholesale drug houses is not in evidence at the present time. The Wholesale Drug Company has been stricken from the list of accredited wholesale druggists. A leading retailer who is an officer of the company said that the Philadelphia Wholesale Drug Company adhered more closely to contracts than the jobbing drug houses did. While they did at stated periods make a division of the profits among those who purchased the various proprietary medicines, it was not done until the various manufacturers had been consulted and their consent given. All tripartite goods are sold at the list price and there is no deviation. The striking of the Wholesale Drug Company from the list of accredited wholesalers has caused some bad feeling in the trade, and it is likely that means will be taken to have the members of the company confine their transactions as much as possible to the Drug Company. It is contended that the only reason prices are as high as they are for staples is that the large drug houses own nearly one-half of the retail stores, as their owners or managers do not pay promptly, and the only way the jobbers have of making ends meet is to charge a good price for the goods. With the Wholesale Drug Company it is different; everything is done on a cash basis. All members are required to pay their bills every week and in this way there is always a profit to be divided among the members of the company.

**THE NEW PRESIDENT OF THE PHILADELPHIA WHOLESALE DRUG COMPANY.**

At the meeting of the newly elected Board of Managers of the Philadelphia Wholesale Drug Company, Limited, on December 12, Frank R. Rohrman was elected president to fill the vacancy caused by the resignation of E. R. Gatchell. This election has been forecasted in the AMERICAN DRUGGIST, and it meets with the approval of all the members. Henry C. Blair was elected vice-president. A handsome pearl pin was presented to the retiring president. Mr. Rohrman is one of the best known men in the local drug trade. He was born in this city and received a public school education. He graduated from the Philadelphia College of Pharmacy in the class of 1883, after serving his apprenticeship with Robert Shoemaker & Co., of this city. After graduating he went to Baltimore, where he entered into



business for himself at Charles and Read streets. He was there about eight years when he sold out his business and returned to this city. When the Apothecaries' Union was formed Mr. Rohrman became associated with it, and when this association was succeeded by the Philadelphia Wholesale Drug Company he became manager of the new company. Ever since he has been its manager, and it is largely due to him that the company has been so prosperous. Its quarters are many times as large as they were at first and there is some talk of seeking still larger ones.

#### VIGOROUS PROSECUTION STOPS COCAINE SALES.

A determined effort is being made to put a stop to the indiscriminate purchase of cocaine. There have been several arrests and four druggists have been held for court owing to the too free sale of this drug. Not only the city authorities but the national authorities as well have taken the matter up, and every effort is to be made to stamp out the evil. It has been discovered that boys are being used to purchase the drug. They are acting as purchasing agents for the drug victims of the Tenderloin and they make daily trips to Camden to procure for their patrons supplies of cocaine, morphine and other drugs which recent disclosures have placed an embargo on the sale of in drug stores in this city.

#### MARYLAND.

**Grand Jury Attacks Cocaine Evil—25,000 Sales Annually from One Store—Four Indictments Returned—Proposed Amendments to Pharmacy Law.**

(From our Regular Correspondent.)

Baltimore, December 20.—A crusade is under way against the druggists who violate the State Pharmacy law by selling cocaine and other habit forming drugs without a physician's prescription, or who fill prescriptions again and again without the sanction of the doctor who gives them. The cocaine evil is said to be rapidly on the increase, and the last Grand Jury called pointed attention to the matter in the Criminal Court before Judge Phelps. It began with the declaration that the members had been moved by a desire "to stamp out a widespread and rapidly growing evil in the city of Baltimore, and to issue a warning that shall enlist the active sympathy of the whole community toward the abolition of the abuse." The letter then continues: "Further, in the event of the law on cocaine selling being weak and insufficient, we wish to arouse public sentiment to such a pitch that the people of Maryland shall demand from the next Legislature a drastic enactment on the subject."

#### EVILS OF COCAINE ADDICTION.

The Grand Jury contends "it has found that certain conscienceless druggists for a few dollars profit are selling the drug to all who ask for it. Though not so widespread an evil as intemperance in the use of low grade liquor, cocaine taking is far worse in its effects, and as the habit is spreading with alarming rapidity we feel that steps should be taken at once to check it. Many merchants sell the drug openly and to all who ask for it, while others mix cocaine with other drugs and dispose of the dose. According to a reputable druggist, in the legitimate use of cocaine he handles only 2 ounces a year, while information has come to the jury that one druggist in the city dispenses no less than 5 ounces a week, or 260 ounces a year. As each ounce contains 480 grains, 96 '10-cent packages' can be put up from 1 ounce, making 24,960 single sales in one year in that store where the proprietor is said to sell 5 ounces a week. As the jury has also heard of four other stores doing a like illegal trade, it computes the annual output of these five stores alone at 125,000 '10-cent packages.' With cocaine obtainable at wholesale rates of \$4.50 an ounce, or 96 '10-cent packages,' a net profit of \$5.10 an ounce is netted to the vender, which in a 5-ounce a week shop means an annual profit of \$1,326."

The Grand Jury also returned indictments for alleged violation of the law against William H. Dull, 400 North Gay street; Charles M. Reinhardt, 2242 East Baltimore street; A.

Perel, 829 East Pratt street, and Henry J. Schireson, 1537 East Pratt street.

#### THE BALTIMORE DRUG TRADE BOWLING CLUB

has completed the second of the three series of games of 15 games each to be bowled during the season, and as a result the several teams occupy the following positions:

| Teams.                    | W. | L. | P. C. | Average.  |
|---------------------------|----|----|-------|-----------|
| James Bailey & Son.....   | 23 | 7  | .767  | 832 8-30  |
| Sharp & Dohme.....        | 19 | 11 | .633  | 813 9-30  |
| McCormick & Co.....       | 18 | 12 | .600  | 806 5-30  |
| H. B. Gilpin & Co.....    | 18 | 12 | .600  | 792 5-30  |
| Calvert Drug Company..... | 8  | 22 | .267  | 730 5-30  |
| Muth Bros. & Co.....      | 4  | 26 | .133  | 708 12-30 |

The team of James Baily & Son won not less than 14 games, losing only one, and that to next to the weakest team in the club, the quintette of the Calvert Drug Company. This latter aggregation, which prevented the Baily men from making a perfect record, has proved a stumbling block to the leaders during the past two seasons. The highest individual scores were made by the following:

| Names.            | Number games. | Average. | Spare average. |
|-------------------|---------------|----------|----------------|
| Brauer .....      | 30            | 182      | 812            |
| Coulson .....     | 15            | 179      | 819            |
| Lamar .....       | 24            | 178      | 765            |
| Lockwood .....    | 29            | 173      | 729            |
| W. Smuck .....    | 30            | 173      | 700            |
| Jahrlies .....    | 27            | 172      | 672            |
| Wickam .....      | 15            | 169      | 622            |
| Baumgartner ..... | 30            | 168      | 598            |
| James .....       | 27            | 168      | 747            |
| Davis .....       | 27            | 167      | 744            |
| Fairley .....     | 30            | 167      | 698            |
| Moore .....       | 26            | 167      | 701            |
| Goldsboro .....   | 27            | 165      | 644            |
| Perry .....       | 14            | 164      | 630            |
| Hayes .....       | 30            | 163      | 609            |
| Holzerman .....   | 28            | 161      | 582            |

First high average—Brauer, 182.  
Second high average—Coulson, 179.  
First high spare average—Coulson, 819.  
Second high spare average—Brauer, 812.  
High single score—Baumgartner, 246.  
Most 200 scores—Brauer, 7.  
Most honor or full house games—Brauer, 4.  
Best average three consecutive games—Brauer, 214 1-3.  
Most split spares—C. Holzerman, 9.

#### PHARMACY LAW AMENDMENTS.

The Maryland Legislature will begin its biennial three months' session next month at Annapolis, and the druggists of the State are making preparations to secure the passage of amendments to the present pharmacy law, which in actual practice has proved ineffective. Efforts will be made to get the sanction of the Assembly for an amendment to define more clearly the requirements of a registered pharmacist and of an assistant. Under the law as it stands the assistant can do everything which the registered pharmacist is permitted to do. Another matter that has occasioned much discussion is the relation of physicians to pharmacy. As things are now a physician may virtually conduct a drug store without an examination and compound prescriptions. Druggists are of the opinion that there ought to be some restrictions. A third question of general interest to the profession is the interchangeability of certificates of registration between States that have identical requirements. The Maryland Pharmaceutical Association was one of the first organizations to champion this idea, but under the prevailing statute no druggist can come here from another State and engage in the business without undergoing an examination before the Maryland Board. It is the opinion of leading druggists that this provision should be dispensed with in so far as qualified druggists of other States having advanced professional standards are concerned. The Maryland Pharmaceutical Association will hold its semiannual meeting at Annapolis during the sessions of the Legislature and will make a strong appeal to the members.

#### BALTIMORE NEWS NOTES.

News has been received here of the death on December 7, at Los Angeles, Cal., of Dr. William Kroh, who for some time conducted a pharmacy at Ashland avenue and Caroline street, but went to the Pacific Coast several years ago for his health. His store was purchased by Otto G. Schumann.

Everett William Fletcher Smith, who for many years conducted a drug store at Snow Hill, Worcester County, Md., but went to Ohio some time ago, died there recently, and his remains were brought to Snow Hill and buried in All Hallows' Protestant Episcopal Cemetery. The deceased was 53 years old

## OHIO.

**Business Good in Northern Ohio—Brisk Holiday Trade—Association Work Held Up for the Holidays.***(From our Regular Correspondent.)*

Cleveland, December 19.—The close of the year finds the wholesale druggists here in a happy frame of mind. Their business for the fall has been even better than they had anticipated and the business of the entire year is expected to show a very satisfactory improvement over that of the preceding twelve months, which was considered good. The jobbers have had an increased business all over their territory. Reorders for the holiday trade have been numerous, showing that retailers over the country are doing a good business. Most of them had prepared for a larger trade than usual, believing that people had more money to spend in the past, and this would seem to be true from the reports that have been received.

## GOOD LOCAL HOLIDAY TRADE. —

So far as the local retailers are concerned it is said they have done more holiday business than for several years past. All the Cleveland industries have been running full for some time past and people who wanted work could get it. This has put a large amount of money into circulation and the retailers in all lines are getting the benefit of it. Banks do not have so much money perhaps as usual, but at the same time the banking institutions of this city seem to be quite well supplied.

## N. W. D. A. COMMITTEES.

President Lucien B. Hall, of the National Association of Wholesale Druggists, has about completed the list of regular committees and will announce them at an early date. He desires to hear from each person appointed before he makes the names public, in order that the lists may be complete. Were they announced before the appointees had all accepted, and should changes be made necessary, people would get them confused and the work might not be so satisfactory.

## ALL QUIET AMONG THE ASSOCIATIONS.

Affairs among the associations are rather quiet just now because the members are busily engaged with their holiday trade. They have had little time for several weeks to look after matters of this kind. It is expected that association work will be taken up after the first of the year, however, and all unfinished work will be completed.

## CONVICTED OF FRAUD FOR SALE OF BLACK-NO-MORE.

James A. Herlihy, a druggist of Chillicothe, was tried and convicted in the Federal courts at Columbus last week on the charge of misusing the mails in the sale of what he called "Black-No-More," a preparation that was claimed to have qualities for turning the skin of a negro white. A number of witnesses were called and some of them testified that there was some merit in the preparation, while others purchased the preparation, but after using could see no good that it had accomplished. The punishment was a fine and the costs of the case.

## CLEVELAND NOTES.

D. Lesser has succeeded to the business of the firm of D. & L. A. Lesser, 463 Woodland avenue.

Marshall's various stores have been making a strong play on toilet articles and perfumes for the past few weeks. They have made some very handsome window displays in connection with this work.

Strong, Cobb & Co., wholesalers, say that from present prospects their business will show a nice gain over that of last year. The same thing was said at the store of Benton, Hall & Co. Both have had a most excellent business all fall.

## OHIO NEWS NOTES.

A few days ago the display window of Harbaugh & Mickey, at Fostoria, caught fire while J. N. Hicks was lighting the gas, and several hundred dollars' worth of Christmas goods were destroyed. Mr. Hicks' hands were seriously burned while endeavoring to extinguish the blaze.

J. D. Price, of the wholesale firm of Orr, Brown & Price, at Columbus, underwent a rather serious operation a few days

ago, and is said to have recovered in a very satisfactory manner. This is the second operation within six months that he has submitted to.

The Whitteker-Gulnner Drug Company, of Dayton, has been incorporated with a capital stock of \$50,000 by Arnold F. Guinier, F. H. Althen, William Stroop and Droman Niswonger.

The Columbus Pharmacal Company a few days ago used full-page advertisements in the daily papers to give publicity to their line of holiday goods. This company usually goes in pretty heavily on holiday goods of various kinds.

Engineers and pharmacists from the university at Ada had rather a sanguinary class "scrap" on Saturday, December 9. When the fire department was called out to quell the disturbance enemies joined hands and made it lively for the peace-makers. The engineers then loaded up a wagon with pharmacy students and hauled them about town. This done, the captives were tied to trees and the wagon, piled high with wood, was fired.

The firm of Rauch & Armhold has purchased F. A. Wheeler's store at Mansfield.

Edward Cowman succeeds the firm of Cowman & Fawcett at Bellefontaine.

Gerding & Kahle have purchased the drug business of Anglemyre & Buckle at Ottawa.

The firm of King & Williams at Delphos has been reorganized and the name is now King, Williams & Lellich, the latter having been admitted to partnership.

Duff Pancoast, who operates a store at Ashland, has opened a new store at Plymouth, which will be operated under the name of the Plymouth Drug Company.

## MISCELLANEOUS NEWS.

Isadore Maserek has purchased the drug business heretofore owned by Fred Nick at Erie, Pa.

W. M. Puckett, of Charleston, W. Va., has been succeeded by the Shelton Drug Company.

The Franklin Drug & Chemical Company, of Franklin, Pa., which combined nearly all the stores in the town a few years ago, is again disposing of them, three sales having been made within the last two or three weeks. The company has now only two stores, and it is possible that one of them may be sold later on. W. C. Mackey purchased the Hall branch of the business and Smith & Peters bought the Third Ward branch. John M. Reisman has taken the store that he operated before the consolidation was effected.

## Registered in Massachusetts.

For the month of November the Board of Pharmacy broke all previous records in the point of numbers examined. Five examinations were held, two of them at the M. C. P., 103 candidates appearing. Of this large number the following were granted certificates:

Frederick J. Cooper, Springfield; Theodore A. Davignon, New Bedford; Allyn E. Howe, Chelsea; William H. Leach, Plymouth; E. Bemis, Plymouth; William F. Brennan, Worcester; William R. Dacey, Boston; Edgar E. P. Fowler, Marblehead; Robert P. Golden, Leominster; Edward H. Howard, Brockton; William Hendry, Jr., Lawrence; Gustavus Jones, Brockton; Frank J. Logler, Cambridge; Frank A. Maffone, Newton; Louis A. Norcott, Amherst; Hilding C. Peterson, Brockton; George H. Sherbert, Allston; Edward L. Tighe, Marlboro; Harry W. Blake, Boston; Jonas S. Chaimarson, Lowell; George S. Conkley, Wakefield; Edmund J. Collette, Worcester; Harry H. Coman, Somerville; Orwan S. Cook, Jr., Boston; Frank S. Cragin, Lawrence; William J. Dinan, Wakefield; John T. Doyle, Abington; George A. Elliott, Holyoke; Lucius L. Gillett, Cambridge; George Haley, Methuen; Dennis W. Heffernan, Holliston; John B. Hoar, Roxbury; Noah Kolodny, Boston; David H. McGowan, Boston; Alfred O. Morse, Boston; Romeo T. Robillard, Boston; B. Perley Sawyer, Hyde Park; Thomas M. R. Allen, Brookline; Carroll A. Frisbie, Methuen; Felice Lauricella, Boston; John H. Mahoney, Boston; Ernest C. Martin, Somerville; Thomas H. O'Brien, Roxbury; Walter J. Ogar, Cambridge; Merrill Plummer, Medford; Charles E. Beach, Acton; Hallett E. Jones, Natick; George E. Murphy, Manchester, N. H.; Daniel W. Shea, Whitman; Henry W. Winship, Staughton; Samuel J. Gerrish, Jr., Portsmouth, N. H.; Charles H. Jones, Jr., Boston.

## Work of the N. A. R. D. Organizers.

The new organizations are distributed over 18 States, including Nebraska, Kansas, Iowa, New York, Ohio, Kentucky, Tennessee, Missouri, New Jersey, Pennsylvania, Indiana, Illinois, North Dakota, Minnesota, North Carolina, South Carolina, Michigan and California.

## THE WEST.

**The Ideal Drug Company to Buy a Chain of Chicago Stores—Profits from Economies, Not from Cut Prices—Liquor Sales Must Be Registered—Household Remedies Discussed by A. E. Ebert.**

(From our Regular Correspondent.)

Chicago, December 20.—A combination has been formed for the purpose of buying up about 100 Chicago drug stores. The stores thus purchased are to form a chain that will extend over all parts of the city. The name of the organization that is doing the buying is the Ideal Drug Company. It is said that prices will not be cut, but that profit will come through operating on a large scale, in buying and advertising. Herman Fry's store on Fullerton avenue has been purchased by the Ideal Company and it is probable that Mr. Fry may be engaged as manager.

#### REGISTERS OF LIQUOR SALES TO BE INSPECTED.

Energetic warnings to exercise great care in registering liquor sales have been issued to Chicago druggists recently by those who fear that there is altogether too much carelessness at present in this regard. Inspectors of drug store liquor registers have been assigned to other duty rather frequently of late. Attention has been called to the fact that the concessions granted to druggists two years ago will be endangered if the provisions of the city ordinance are not faithfully observed.

#### LECTURES ON BUSINESS TOPICS

have been made a feature at the Chicago College of Pharmacy. The first talk was delivered by Mr. Ebert, whose subject was Household Remedies. The second lecturer was Albert D. Thorburn, who discussed The Pharmacist's Laboratory. A laboratory suited to the means and needs of the pharmacist was described and the classes of preparations which could be made with profit were pointed out. W. K. Forsyth gave the third talk on How to Build Up a Prescription Business. He brought out the following points:

#### HOW TO BUILD UP A PRESCRIPTION BUSINESS.

"Quality rather than price the first consideration in stocking a prescription department.

"Gaining the confidence of the physician through friendly offices—calling his attention to new pharmaceutical processes, new remedies and changes and improvements in standard remedies.

"Gaining the confidence of the patient through tact, neatness, promptness and fair dealing."

#### CHICAGO NOTES.

Efforts are being made to have changes made in the cocaine ordinance which was recently passed for the purpose of preventing sales to "fiends."

The State Board of Pharmacy will meet February 20 in Chicago to examine applicants who have not passed the preliminary test. Another examination will follow the next day.

Jerome V. Pierce has been elected cashier of the new Bank of America. G. F. Sorrow, the vice-president, was formerly a druggist.

At the annual meeting of the Social Drug Club the following were elected: President, Iver L. Quales; first vice-president, I. M. Light; second vice-president, H. W. Medbery; third vice-president, Oscar Huyck; recording secretary, Henry F. Schaper; financial secretary, J. M. Schwalbe; treasurer, J. F. McDonald.

#### Plans United Drugstores Company.

Freeport, L. I., December 22.—The United Drugstores Company of America, which is being promoted and capitalized by W. A. Dawson, of this village, will open a store in Hempstead as a starter of the scheme to control the drug trade of Nassau County and eventually of a wider territory. Mr. Dawson has conducted a pharmacy here for about a year. He expects to capitalize the United Stores Company at \$100,000, divided into 1,000 shares of \$100 each.

## THE SOUTH.

**Trade Brisk in the Crescent City—A Liberal Christmas Gift by a Druggist—Parker-Blake Co. Aggrieved.**

(From our Regular Correspondent.)

New Orleans, La., December 18, 1905.—Trade conditions have undergone a change in this section in the last fortnight, and as a result of this, instead of the depression evident two and three weeks ago, trade is in much better condition. This applies both to New Orleans and to the country trade. The wholesale houses here are busy with their shipments to the up-country stores and are doing a good business with the country retailer. Everywhere the trade has donned its holiday attire and all in all the most favorable conditions prevail.

#### A DOLLAR TO EVERY ORPHAN IN NEW ORLEANS.

To-day the American Drug Store, which for many years occupied the site at Basin and Canal streets, moved into its new location at 1024 and 1026 Canal street, and in honor of the event Dr. Raymond Sauvage will present to every orphan in an asylum in this city a bright, new dollar as a Christmas gift and as a token of gratitude and appreciation for the manner in which he has been treated by the trade and the people of the city. Some time ago Dr. Sauvage announced that on the occasion of his removal from one place to the other he would give a dollar to each orphan in the New Orleans asylums. To-day his promise matures, as his new store was thrown open to the public bright and early this morning. The new place is surpassed by few in the South. It is on the uptown side of Canal street and adjoins the Pickwick Club. It has been elegantly fitted out and stocked as few drug stores in the South are stocked. Dr. Sauvage has notified all his patrons of his removal and expects to see them at his new store.

Another event in the drug trade to-day was the opening of the Economical Drug Store, which will be operated by A. Huberwald. This store is on the lower side of Canal street and almost directly opposite Dr. Sauvage's new store. Mr. Huberwald secured an excellent building for his store and the place is in all particulars a thoroughly modern, up-to-date and well-equipped drug establishment.

#### THE PARKER-BLAKE COMPANY LOYAL TO THE N. A. R. D.

The Parker-Blake Company, of this city, is somewhat injured at the manner in which it was treated by a recent issue of the N. A. R. D. Notes. This publication printed a long list of names of wholesale houses, stating that they were the houses which were the friends of the retailers. In this list the Parker-Blake people were overlooked and the officers of the firm feel that they were ignored without justification. The retailers here, who know the Parker-Blake people and what they have done for the retailers and their association, express the belief that the name was left out through error.

#### NEWS NOTES.

Jordan Brothers, two well-known Alabamians, have bought out the City Drug Store, formerly occupied by H. E. Ratcliffe, at Alexandria, La., and will henceforth operate that place. They have a good location and indications are that they will make the business profitable.

The Parker-Blake Company will on next Saturday distribute among its many employees several coops of turkeys and a large number of boxes of candles. This is the usual custom with the firm and every Christmas it supplies each of its male employees with a turkey for his Christmas dinner. Every one of the many girls working in the big establishment receives a 2-pound box of Huyler's candles.

#### Pharmacies Suffer in Russia.

It is reported in the *Pharmatzevticheski Vestnik* that the recent devastations resulted in three Jewish pharmacies being burned down in Saratoff, the Fisher Pharmacy, of Yaroslavl, being sacked, and the town pharmacy of Rostoff being burned to the ground, as also the Ilyinsk Pharmacy, of Kursk.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots  
The quality of goods frequently necessitates a wide range of prices,

### Condition of Trade.

NEW YORK, December 23, 1905.

Little of a new or interesting character has developed in the market since our last report. A moderate distributive trade is reported by jobbing houses, but transactions of a speculative character are the exception. The quinine situation is unchanged, the market continuing weak, though no pressure to realize is evident. Buyers generally appear to be pursuing a hand to mouth policy concerning themselves only with the needs of the moment. An advance in quotations on camphor was announced by the refiners last week, and conditions in primary markets are responsible for a firmer feeling in Russian products. Preparations of bismuth have declined sharply since our last, and a new schedule of prices has gone into effect for corrosive sublimate, the difference in price between the powdered and lump salt being narrowed. There is little new or interesting to report in connection with botanic drugs, buckthorn bark is lower and burdock root is held at an advance. The Messina essences are held with more strength, values being frictionally higher on the staple products in this line. Menthol is steadier, and peppermint oil has developed a firmer undertone owing to increased export inquiry. Prices generally are well maintained despite the slow distribution.

#### HIGHER

Camphor,  
Lemon oil,  
Orange oil,  
Bergamot oil,  
Balsam tolu,  
Gum myrrh,  
Ergot,  
Chinese cantharides,  
Russian coriander seed,  
Juniper berries,  
Pink root,  
Blue vitriol,  
Burdock root,  
Gambog.

#### LOWER

Buckthorn bark,  
Cramp bark,  
Colocynth apples,  
Bismuth preparations,  
Yerba santa,  
Java quinine.

### Drugs.

Acetone offers more freely and values are easier at 15½¢ to 15¾¢. To competition among holders and a slackened inquiry is attributed the decline.

Amyl acetate is held with increased firmness owing to the difficulty manufacturers are experiencing in keeping up with the demand; quotations are practically withdrawn.

Balm of Gilead buds have eased off a trifle since our last, and now offer at 40c to 42c.

Balsam copaiba maintained its firm position, values for Para being well sustained at 38c to 40c as to quality and seller; Central American is held and selling at 30c, though this figure might be shaded in some quarters.

Balsam fir, Canada, does not vary from the previous range of \$3.10 to \$3.20 and Oregon continues quoted at 75c to 80c.

Balsam Peru is without quotable change and very little inquiry is experienced.

Balsam tolu is in good seasonable demand and the market is well sustained at 20c to 22c.

**Barks.**—Cherry has been in good consuming demand, with supplies obtainable at 8c to 9c as to quantity and quality. Bayberry is difficult to obtain at less than 14c, though some is available at 12c. Cascara sagrada is nominally quiet and easy at 5¼¢ to 8½¢ as to age and seller. Cottonroot is held with moderate strength and sales are making at 9c to 10c. Cramp is held with increased firmness and recent sales were at 7c to 9c. Black haw is inquired for only to a limited extent, but values are well sustained at 18c to 18c. Sassafras is in steady moderate request and holders quote 14c to 15c. Wahoo is scarce and firm, with holders quoting up to 60c.

Buchu leaves short are meeting with increased inquiry and values are firmer at 16c to 17½¢ for the better grades.

Cacao butter is firmer under the influence of light supplies and a brisk demand. Up to 29½¢ is named for prime Dutch; cakes are quoted at 34c to 35c.

Camphor monobromated has been marked up to correspond with the higher cost of the gum, the revised range being \$1.15 to \$1.50.

Cantharides, Chinese, are held with increased firmness in sympathy with the tone of the primary market, and 55c is generally named as an inside quotation; Russian is held and selling at \$1.25 to \$1.30.

Castor oil is meeting with a good routine inquiry, and values are steadily maintained on the basis of 10½¢ to 11½¢ for No. 1 in barrels and 11c to 12c for cases.

Codliver oil, Norwegian, continues to find a good consumptive outlet, the bulk of the demand being for jobbing lots for which \$26.00 to \$30.00 is paid; Newfoundland is held and selling at \$24.00 to \$25.00.

Colocynth apples are fractionally lower, the weakness being caused by corresponding conditions in primary markets; Trieste now offers at 30c to 32c, and Spanish at 25c to 26c, as to quality and quantity.

Cuttlefish bone is in light supply and firm at previous quotations, or, say, 16c to 16½¢ for Trieste and 12c to 13c for French and 40c to 70c for jewelers'.

Ergot has developed increased firmness owing to stronger markets abroad, and the spot quotations show an advance to 48c to 50c for the Russian or German.

Glycerin has continued in good consuming demand since our last, and the tone of the market is steady at 11½¢ to 12c for C. P. in drums or barrels and 12½¢ to 13c for cans.

Juniper berries are in strong upward tendency owing to reports of the loss of a heavy consignment by the sinking of a steamship. Holders offer with reserve at the inside figure of 4½¢.

Lycopodium is in improved position caused by increase of speculative interest in the foreign market. While 55c is named as inside some holders have advanced their limit to 60c.

Menthol is in good, seasonable demand and values are well maintained at \$2.40 to \$2.50.

Opium has not been in much demand since our last and the market remains quiet at previous quotations, or, say, \$3.10 for cases and \$3.12½ to \$3.15 for broken packages; powdered is weak and nominally held at \$3.55 to \$3.60.

Quinine continues slow of sale and the tendency of the market appears to favor buyers, though prices remain at the level last quoted, or, say, 19c for domestic and German. Java has sold lower since our last, one lot changing hands at 18c, though 18½¢ is generally named.

Saffron remains quiet, prospective buyers being deterred by the present range of values for American, which is quoted at \$1.15 to \$1.20. Valencia is held and selling at \$7.75 to \$8.00 and Alicante at \$5.00 to \$6.00, as to quality and quantity.

Yerba santa has further declined in the interval, there being sellers at 7c to 7½¢.

### Chemicals.

Arsenic, white, is in light supply, and wanted so that values are well maintained at 3¼¢ to 4¼¢.

Bismuth preparations were the subject of a sharp cut in price last week caused by a reduction in the price of metal. The revised range of values is as follows: Ammon. citrate, \$1.85 to \$1.90; Oxide hydrated, \$2.50; oxychloride, \$1.75 to \$1.80; salicylate, 40 per cent., \$1.70; 64 per cent., \$1.95; subcarbonate, \$1.75 to \$1.80; subgallate, \$1.85 to \$1.90; subiodide,

\$4.00; subnitrate, \$1.50 to \$1.55. The following explanation of the break in prices is given by the *Chemist and Druggist*: A reduction of 4 shillings per pound in the price of bismuth metal was announced on Wednesday, which now brings the quotation to 5 shillings per pound. The drop has caused considerable surprise to those who follow the article and several reports are current, it being stated that an outside mine, which has recently been taken into the Bolivian ring, has been underselling the convention and has now broken away altogether, owing to the fact that they have not secured what they believe to be their fair share of the business in bismuth. It is also known that Australia has been sending increased quantities of metal lately, and this may also be a contributing factor.

Bleaching powder is in better demand, but supplies are rather limited and trade is restricted in consequence; quoted at 1¼c to 1½c.

Blue vitriol maintains its firm position, values still tending upward; manufacturers have again advanced quotations to 5¼c to 6¼c, as to quantity.

Carbolic acid is in moderately active demand, but the available spot supply is limited, and values are firmly maintained at 18c to 14c for crystals in large drums and 20c to 22c for pound bottles.

Chlorate of potash is held with increased firmness, though prices are nominally unchanged on the basis of 9½c to 10c for crystals and powdered respectively.

Corrosive sublimate prices have been revised during the interval, powdered being now quoted by the manufacturers at 70c to 72c and lump at 68c to 70c.

Iodides are held and selling at the previous range. Potassium is quoted by the manufacturers at \$3.15, but outside stock is available at \$3.00.

Nitrate of silver is maintained at the recent advance to 41c to 44¼c, as to quantity, the higher cost of bullion influencing holders to firmness.

#### Essential Oils.

Anise has further improved in the interval, there being nothing now offered at under \$1.30 to \$1.35, with a moderate jobbing business reported at this range.

Bergamot has developed increased strength in sympathy with the primary market and new crop is quoted at an advance of 5c.

Camphor, Japanese, is in better supply and somewhat easier, with sellers at 22c.

Cassia shares in the improvement with anise and values are maintained with strength on the basis of 80c to 85c for 75 to 80 per cent.

Citronella is held firmly, there being sellers at 35c.

Lemon and orange are higher to arrive in sympathy with the upward move of prices in all Messina essences. Lemon is now quoted at 66c to 69c and orange at \$2.15 to \$2.20.

Peppermint is held with more firmness at Western sources of supply, but spot prices are unchanged, bulk still selling at \$2.40 to \$2.50 and HGH at \$3.10 to \$3.35. There is more export inquiry for the last mentioned.

#### Gums.

Aloes are neglected at the moment, but holders abate none of their firmness, and there is seemingly no pressure to realize. Barbadoes is quoted at 15c to 16c, Cape at 8c to 10c and Curacao at 6¼c to 6½c.

Arabic is not taken with any freedom by consumers, but values are well sustained, especially for sorts which are held and selling at 6¼c to 11c, as to quality.

Camphor is again higher, refiners' prices having been advanced 3c per pound on the 18th inst. The revised range is 85c to 85¼c for barrels and cases respectively, and although important demand is lacking prices are maintained with firmness.

Gamboge has moved into stronger position owing to spot scarcity and higher foreign markets. Recent sales of pipe were at 85c to 87½c, while broken is quoted at 80c to 85c.

Myrrh is held with increased confidence owing to the strong tenor of advices from primary markets, and the inside quotation for sorts has been advanced 25c.

#### Roots.

Althea, cut, is selling in small lots to the trade at 15c to 17c for the better grades.

Berberis aquifolium offers more freely, and values have eased off to the range of 11c to 12c.

Burdock is in small stock, and with an improved demand the value has been advanced to 12c to 13c.

Culvers is in good demand, and the market is quoted firm with sales at 9c.

Gentian is slightly easier and for small lots 3¼c to 4c is named.

Golden seal is well sustained in the face of a limited demand, nothing being offered at under \$1.32, while up to \$1.35 is asked.

Ipecac is maintained firmly at previous quotations, and a good demand is experienced at \$1.75 for either Rio or Carthagena.

Jalap momentarily is neglected, but holders are not anxious sellers, and 9½c to 11c is yet named, as to quality and quantity.

Sarsaparilla, Mexican, is slow of sale, but values are nominally unchanged at 10¼c.

Senega is not actively inquired for at the moment, but values are maintained at 58c to 60c.

Serpentaria has been in good demand, and the market is quoted firm at 40c.

Squill has been in good seasonable demand, and we hear of sales at 4¼c.

#### Seeds.

The market for druggists' seeds has been characterized by quietude during the past fortnight, and we have few new features of interest to report. Russian and Chinese products are attracting the most attention, owing to the disturbed political conditions in the countries named. Coriander is firmly held, natural being quoted at 7¼c to 8c and bleached at 8¼c to 10¼c. Stavesacre is maintained in firm position in sympathy with primary markets, recent sales of small lots being at 8c.

#### The G. T. Fulford Company Limited.

A joint stock company has been incorporated under the title of the G. T. Fulford Company, Limited, to take over and continue the proprietary medicine business of the late Hon. Geo. T. Fulford, of Brockville, Ont., carried on under the names of G. T. Fulford & Co. and the Dr. Williams Medicine Company. The capital stock is \$1,000,000, and the head office at Toronto. The incorporators are John Hoskin, John M. Langumir, Archibald D. Langmuir and W. H. Beatty, Toronto; W. T. Hanson, Schenectady, N. Y.; George A. Shirreff, New York, and Arthur C. Hardy, Brockville.

#### Pharmaceutical Affairs in Japan.

According to the *Chemist and Druggist* the bill to amend the pharmacy law has been revised and is to be introduced into the Diet during this session. During May and June of this year the Government laboratories at Tokio, Osaka and Yokohama have examined drugs and chemicals to the following numbers (the figures in parentheses indicate the samples rejected as unfit): Poisons 5,256 (15), dangerous 84,656 (719), original 110,217 (3,488), and drugs, etc., of foreign Pharmacopoeias 31,549 (688). To commemorate the war 111,405 camphor trees have been planted in the Province of Aichi, 1,582 of them being planted in the grounds of Governmental buildings and schools.

Inclosed find money order for subscription to the *AMERICAN DRUGGIST*. In your last number the prescription problems were very interesting. I hope to see more of them.

CARLTON B. WHEELER.

HATHORNE, MASS.



# AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK y CHICAGO: 10 DE JULIO DE 1905

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma

## AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

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### Para Descubrir el Alcohol Metilo

El *New York Medical Journal*, del 10 de junio, publica un artículo del Dr. Heyward Scudder que contiene la revisión de las pruebas para el descubrimiento del alcohol metílico, al paso que da una idea del análisis de su invención y del Dr. Mulliken, que consiste en la oxidación del alcohol metílico ó formaldehído por medio de una espiral de cobre calentada, y el descubrimiento del formaldehído con la resorcina en la presión de ácido sulfúrico concentrado. Las soluciones alcohólicas fuertes deberían diluirse en tres volúmenes de agua antes de la oxidación. Después de efectuarse ésta se añade una gota de una solución de resorcina al  $\frac{1}{4}$  por ciento, y la mezcla resultante se vierte por un lado de un tubo de pruebas, conteniendo sobre 2 c.c. de ácido sulfúrico concentrado, colocado en una posición inclinada de modo que la solución no se mezcle con el ácido, sino que se quede arriba de él. En presencia del formaldehído fórmase en la unión de las dos capas un anillo blanco al principio, que después se vuelve rojo. Si estuviese presente más de una huella de formaldehído, sacudiendo ligeramente aparecerán por la capa superior copos de un color rojo característico. El acetaldéhído, que es el producto de la oxidación del alcohol etilo, produce un anillo y copos de un color amarillo ó pardo cuando se trata de igual manera.

El Dr. Scudder dice que no en todas circunstancias puede confiarse en una prueba que dependa de la formación de un color ó de un olor. Este hecho, que por lo común es conocido, lo pasan por alto aun los mismos químicos de considerable experiencia. En el empleo corriente se idean pruebas para casos especiales en que sólo están presentes un número limitado de compuestos extraños; pero tales pruebas pueden fallar enteramente si estuviese presente otro compuesto. En los trabajos de medicina, el ejemplo de esto más conocido, es el efecto de drogas y compuestos formados

patológicamente en las pruebas para la albúmina y azúcar en la orina.

Para asegurarse de que no existe ningún compuesto particular precisa hacer una prueba de color ú olor para aislar el compuesto en un estado medianamente puro y formar algún derivado de ello que tiene un puesto de fusión ó ebullición definido. La combinación de estas dos pruebas rinde evidencia cumulativa de sumo valor.

Pero en aquellos casos que ocurren frecuentemente, como en esta prueba de alcohol metílico, es posible estar seguros de una prueba si se toman ciertas precauciones para eliminar compuestos que podrían intervenir. Al hacer la prueba para alcohol metílico, el principal compuesto que origina dificultad es el alcohol etilo. Todas las pruebas denuncian este hecho, adoptándose por este motivo varios métodos para impedir que intervenga. En vino ó licor puede haber un número de otros compuestos que inutilizarían cualquier prueba. La eliminación de tales compuestos es á menudo asunto muy difícil.

### Apogeo y Extinción de una Farmacia Romana

La farmacia del Vaticano, establecida por el último papa para satisfacer las necesidades de 3,000 ó más peones y funcionarios que forman la población de la residencia papal, ha sido cerrada por orden de Pío X. Hace ahora veinticinco años que el papa Leon XIII pidió á los Hermanos de San Juan de Dios, cuya vocación especial es trabajos de hospital, que abriesen una farmacia para surtir á las personas residentes en el Vaticano, y al efecto fueron destinados varios aposentos, abriéndose la botica en el Patio de San Damaso. No tardó mucho tiempo en hallarse el establecimiento en situación de hacer concurrence ventajosa á las demás farmacias de Roma, con motivo de que todos los paquetes dirigidos al Vaticano están exentos de derechos y de inspección aduanera. Los hermanos encargados del establecimiento se aprovecharon de esta ventaja, que les había atraído tantos parroquianos, y trataron de extender sus operaciones, fabricando con este fin muchas marcas especiales de elixires y cordiales que ponían en frascos con la marca de fábrica del Vaticano y que hallaron mucho favor entre los turistas y visitantes de la ciudad Santa.

El difunto cardenal Mocenni, siendo administrador de los palacios apostólicos, había habilitado la farmacia del Vaticano de una manera suntuosa, se regocijaba en su éxito y puso de su parte todo lo posible para que llegara á tener toda la importancia que alcanzó.

Recientemente Pío X tuvo conocimiento de que se vendían licores dentro del recinto del Vaticano, y dispuso que cesase la venta inmediatamente. El hermano Diodato, que había tenido á su cargo la farmacia desde que se fundó, se resistió á cumplimentar la orden del Jefe de la Iglesia, por cuya desobediencia fué trasladado á un convento, quedando entonces cerrada en definitiva la renombrada farmacia.

## ALCALOIDES DE QUINA

Los libros de texto que tratan de química farmacéutica contienen sucintos informes respecto al modo como proceden las sales de los diferentes alcaloides de cincona hacia los radicales ácidos orgánicos más comunes, escribe el Dr. A. B. Lyons en la *Revista Farmacéutica*. La declaración publicada recientemente en un periódico farmacéutico de que existe incompatibilidad entre el sulfato de quinina y el acetato amónico indujo al autor á emprender una serie de experimentos cuyos resultados deberían interesar á todos los farmacéuticos.

El plan de experimentación era muy sencillo. Disolvióse un gramo de sulfato de quinina en 50 c.c. de agua, con la adición de 2.5 c.c. de ácido sulfúrico al cinco por ciento. Se efectuaron soluciones semejantes de los sulfatos de quinidina, cinconidina y cinconina. Empleáronse los sulfatos ordinarios comerciales de los alcaloides sin intentar hacer que las soluciones correspondiesen con exactitud en el alcaloide que contenían. Consumióse en cada una la misma cantidad de ácido sulfúrico, y al mismo tiempo suficiente para que diesen una fuerte reacción ácida con el papel de tornasol.

### ACETATO DE AMONIO

Preparóse una solución de acetato amónico mezclando volúmenes iguales de ácido acético oficial y amoníaco líquido, siendo la primera en exceso químicamente. Cuando se mezcló 1 c.c. de esta solución fuerte con 1 c.c. de solución de quinina, formáronse cristales casi inmediatamente, de modo que la mezcla se puso semi-sólida. Al diluir 1 c.c. de la solución de acetato de amonio con un volumen igual de agua y se añadió á ella 1 c.c. de la solución de quinina, no tardaron en formarse cristales, procediendo con rapidez. Con la adición de un poco más de ácido sulfúrico no se disolvieron los cristales, aunque desaparecieron al añadir mayor cantidad. La adición de 1 c.c. de alcohol en lugar del ácido, causó la solución inmediata de los cristales. Añadiendo 2 c.c. de agua en lugar de 1, no empezó la formación de cristales hasta después que la mezcla se hubo sacudido con firmeza por un minuto ó más. El depósito cristalino (tenues cristales aciculares cual los de sulfato de quinina) no fué, por otra parte, muy abundante. Empleando 2 c.c. de la solución de acetato de amonio y 1 c.c. de acetato, los cristales se formaron con más rapidez y llegaron á ser medianamente abundantes.

Mezclando 1 c.c. de la solución con 1 c.c. de la solución de sulfato de cinconidina, sólo aparecieron cristales después de sacudir por bastante tiempo; y aun entonces no fueron numerosos. Empleando una solución salina de 2 c.c. la cristalización se presentó más pronto. Las disoluciones de sulfato de quinidina y cinconina no dieron reacción alguna.

Estas observaciones no dejan de tener bastante interés especialmente en relación con la indicación de que se emplee acetato de amonio con preferencia al citrato sódico al preparar elixires que han de contener fosfato férrico ó pirofosfato. El alcohol que está presente en tales elixires eliminaría todo peligro de cualquier precipitado de quinina aun en el caso de contener el elixir tanto como un grano de sulfato por cada dracma fluida.

### CITRATO AMONICO

Una disolución de citrato de amonio conteniendo sobre diez por ciento de la sal con exceso distinto del ácido, se empleó en las series de experiencias siguientes. Se llevaron á efecto cuatro de éstas, añadiendo

1 c.c. de la solución de quinina á 1 c.c. de la solución de citrato amónico, á la que se había agregado anteriormente 1, 3, 5, y 8 c.c. respectivamente de agua. En el primer caso se desprendió casi inmediatamente un fuerte precipitado. La adición de 1 c.c. de alcohol sólo aclaró en parte la solución; con 2 c.c. se volvió transparente del todo. En el segundo caso el precipitado tardó más en formarse, pero fué en cantidad suficiente para volver el fluido más espeso. En el tercer caso los cristales aparecieron sólo después de haber sacudido la muestra, pero bien pronto llenaron todo el fluido. Con la adición de 2 c.c. de alcohol, la solución casi se aclaró. En la última los cristales aparecieron después de agitar por bastante tiempo, aunque últimamente ya eran copiosos.

En todos los casos la adición de algunas gotas de ácido sulfúrico al cinco por ciento no tuvo efecto aparente, mas los cristales se disolvieron al agregar una cantidad considerable de ácido.

Hubo de observarse que cuando ésta ó cualquiera otra de las soluciones salinas con que se hacían los ensayos se añadieron á la solución altamente fluorescente de bisulfato de quinina, la fluorescencia se extinguía inmediatamente. Es claro que aun en aquellas preparaciones que contienen una proporción considerable de alcohol existe marcada incompatibilidad entre los citados alcalinos y sales de quinina. Es precisamente esta incompatibilidad que constituye una de las principales dificultades para hacer elixires permanentes de los fosfatos de hierro y quinina cuando la cantidad de la última excede medio grano por dracma.

Los demás alcaloides de la quina con la sola excepción de la cinconidina no denuncian esta incompatibilidad. No hubo precipitación ó señal de cristalización al mezclarse cantidades iguales de la solución de citrato amónico y la solución de quinidina ó cincona, aun después de prolongada y fuerte agitación. La cinconidina revela incompatibilidad, pero en un grado menor que la quinina. Al mezclarse volúmenes iguales de las soluciones de sulfato de cinconidina y de citrato amónico, empezó á aparecer después de algún tiempo un precipitado cristalino, llegando á ser copioso. Con la adición de 1 c.c. de alcohol la solución se volvió casi clara.

### SAL DE LA ROCHELA

Es un hecho regularmente conocido que la quinina y la cinconidina son precipitados de las soluciones neutras por los tartratos de los alcaloides, como también se conoce el hecho antitético de que las soluciones de quinidina y cinconina no son así precipitados.

Las experiencias que se mencionan á continuación, llevadas á cabo con soluciones ácidas de alcaloides de cincona, no dejan de tener interés. Adoptóse el mismo plan que con los experimentos con citrato amónico. Diluyóse 1 c.c. de una solución de sal de la Rochela al 10 por ciento con proporciones variables de agua, y luego se le añadió 1 c.c. de la solución de quinina ó cinconidina.

En los experimentos con quinina temente una precipitación de tartrato amonico á las cuales se les había añadido solamente 3 c.c. de agua, pero al añadir 8 c.c. de agua, la precipitación no se verificó inmediatamente, y, evidentemente fué del todo incompleta. Los cristales que se formaron fueron muy pequeños y no cual tenues ag como es el caso con el citrato. Con 12 c.c. de agua se formaron cristales hasta transcurridos ve

tos, y en el entretanto se estuvo agitando fuertemente la solución. El precipitado fué mucho menos soluble en alcohol que el del citrato. También fué menos soluble en los ácidos; pero de ocho á diez gotas de una solución de ácido sulfúrico al 5 por ciento, generalmente bastaron para disolver el precipitado formado de 1 c.c. de la solución alcaloide, fuese la que fuese la concentración.

El tartrato de cinconidina demostró ser distintamente menos soluble en agua ó en alcohol que la sal de quinina. Las soluciones que contenían 12 c.c. de agua revelaron cristales al poco tiempo; aun con 15 c.c. de agua, los cristales aparecieron á los quince minutos.

Al paso que la quinina es apenas precipitada como tartrato de alguna solución más bien ácida, conteniendo 0.17 por ciento de alcaloide, la cinconidina revela alguna precipitación cuando la fuerza es solamente de 0.12 por ciento. (Continuará)

### Proceso Mejorado para Sacaratos Granulados

Para la administración de drogas cuyo gusto es detestable, los sacaratos granulados ofrecen el medio más expeditivo. Las preparaciones en esta forma hace tiempo son muy populares, especialmente en Francia, pero de aquí en adelante prometen serlo más con motivo de ciertas mejoras introducidas en el antiguo método de hacerlos, que Planés describe en un artículo que vió la luz pública en el *Journal de Pharmacie et de Chimie* del 1º de abril de este año. El antiguo procedimiento para hacer estos sacaratos comprendía dos partes: Primero, se procuraba el azúcar granulado de lo más homogéneo posible, y entonces se cargaban los gránulos con la substancia medicinal disuelta ó suspendida en un vehículo que después se eliminaba por la evaporación.

Esto daba por resultado que la substancia que había de incorporarse en los gránulos cubría solamente la superficie. Este proceso adolecía de tres faltas: la distribución desigual del medicamento, la pérdida de la droga por la adhesión á las paredes del vaso y la influencia del paso final por los tamices en la cantidad de droga que contiene la preparación acabada. De este modo la distribución desigual del medicamento es indudable, lo que puede demostrarse con cualquier muestra de sacaratos por este proceso analizando al efecto la cantidad de droga que contengan dos muestras diferentes tomadas de dos partes diferentes del mismo vaso.

Algunos escritores contravierten esta crítica, alegando que no importa que la distribución sea desigual, por administrarse la preparación en dosis de cucharadas, y si algunos gránulos no contenían más de lo necesario, y de esta manera la compensación estaba aproximadamente establecida. El autor, no obstante, no está satisfecho de un producto aproximadamente exacto. La trituration constante á que se acude para incorporar la solución medicinal á los gránulos de azúcar hace inevitable la adhesión de la substancia á las paredes del vaso en este proceso, tanto cuanto que el producto medicinal se adhiere meramente á la superficie de los gránulos sin penetrar en su interior. Finalmente, al hacer pasar el sacarato por los tamices sucesivamente, las partículas más grandes se quiebran cambiándose la composición de los gránulos mezclados, bien sea aumentando ó disminuyendo el promedio del contenido de cada gránulo que pasa por el cedazo y alterando de esta manera todo el

Con el nuevo proceso que el autor recomienda, se salvan todas estas inexactitudes. Consiste en preparar primeramente un sacarato amorfo, en el cual el principio activo está distribuido uniformemente, y luego en granular este sacarato. En otras palabras, el proceso es opuesto al método original. El sacarato amorfo se obtiene mezclando el medicamento disuelto en un vehículo apropiado con jarabe simple y no con azúcar, evaporando la mezcla siruposa primeramente al baño-maría, y después á una temperatura alta en el horno. Debe ponerse cuidado en mantener la homogeneidad de la masa agitándola bien en tanto permanece líquida. Cuando el sacarato está completamente seco, se le granula moliéndole y haciéndole pasar por varios tamices. La cantidad de jarabe que se consuma depende de la cantidad y densidad del azúcar que contiene. Fijando debidamente la temperatura para la desecación, asegurándose el vehículo que se use, etc., el proceso descrito puede seguirse en la preparación de sacaratos de cualquier producto medicinal apropiado.

### Para Exterminar Cucarachas y Hormigas en las Viviendas

Aunque se ha escrito tanto hasta la fecha de insecticidas y otros tóxicos para librarse de esta asociación que infecta nuestros hogares, vamos aquí á recordar algo de lo que se ha dicho y añadir algo nuevo para aumentar las probabilidades de hacer efectivo el exterminio.

#### HORMIGAS

Para sacudir las hormigas de una habitación y evitar que vuelvan, empléese polvo insecticida, mostaza molida, azufre, alcanfor, tabaco, clavos, aceite de cedro, petróleo, y, perseverancia. El bálsamo del Perú rociado en las patas de las mesas y aparadores, ahuyenta las hormigas de los muebles. Si se hace hervir 1 onza del bálsamo en un galón de agua, usando el líquido como una lavadura produce un efecto semejante.

Para envenenar las hormigas alimentadas con borax y azúcar ó torta de levadura y azúcar.

Para matar á granel los industriosos insectos, póngase alguna cal viva en la boca de sus nidos y viértase sobre ella agua hirviendo, ó bien póngase en sus guaridas una infusión de alcanfor ó tabaco. Engrásese un plato con manteca y colóquese en un sitio accesible á las hormigas y éstas no tardarán en cubrirlo; pasando el plato por encima de un fuego desaparecerán las hormigas y la grasa. Hágase un segundo ensayo y se obtendrá el mismo resultado. Satúrese un trozo de algodón en cloroformo y métase en la entrada de los nidos, poniendo lacre por encima para que los gases queden dentro. Esto debe hacerse cuando las hormigas están retiradas. Satúrese una esponja con agua endulzada, y cuando las hormigas la han atacado échese la esponja en agua hirviendo. Una rociadura de bencina con un pulverizador es muerte segura á la mayoría de los insectos. Como la bencina es peligrosa do quiera haya fuego, no se recomienda su empleo á menos que no sea en manos expertas. Quizás el carbón tetracoloruro prestaría igual servicio.

Salomón dijo «id á la hormiga»; pero lo que necesitamos ahora es algo que impida la hormiga de venir á nosotros. Se ha sugerido este medio. Tómese 2 partes de azufre por 1 parte de potasa, pónganse en un vaso de barro, y éste sobre un fuego hasta que las dos substancias formen una masa. Redúzcase entonces esta masa á polvo; hágase una infusión con un poco

de agua y rocíese con ella los sitios frecuentados por las hormigas.

Marcando con tiza á lo largo de los estantes por donde viajan las hormigas en las tiendas, variarán aquéllas de ruta.

Nueces ó taguas machacadas atraen las hormigas, y prendiéndoles fuego se achicharrarán aquellas. Migajas de pan empapadas en tintura de tuasia envenenarán las hormigas que las coman.

Otros medios para destruir, desterrar, sitiar los heterogéneos, himenópteros insectos consisten en marcar una línea cuarentenaria en los sitios frecuentados por aquellos con petrolatum carbolatado. Hecho esto para que no puedan escaparse, rocíense los nidos con una mixtura de 1 parte de alcanfor y 20 partes de cal viva. Viértese aceite de trementina en las grietas y agujeros donde se esconden los insectos, valiéndose de una alcuza. A. E. Magoffin refiriéndose al exterminio de estas plagas, dice: «Por años estuve asediado por los insectos; cansado al fin determiné la pasada estación deshacerme de ellos. No hice más que verter bisulfuro de carbono en los agujeros y nidos, y aquí fué Troya; ni vestigio quedó.»

#### CUCARACHAS

Puede prepararse una trampa para ellas como sigue: Hágase en el suelo un agujero para poner en él un plato hondo, vidriado, con los lados perpendiculares; ó bien constrúyase un trozo de falso piso y póngase en él el plato con alguna cerveza y azúcar moreno. Si todas las cucarachas no se ahogan en el plato, entonces tened en el sitio un erizo desayunado que dará buena cuenta de los insectos.

Se asegura que algunas de las preparaciones para exterminar estos insectos llevan como principales ingredientes borax, almidón y cacao, citándose las de Hooper y Peterman. La fórmula que sigue es un buen veneno:

|              |          |
|--------------|----------|
| Borax.....   | 37 onzas |
| Almidón..... | 9 »      |
| Cacao.....   | 4 »      |

Otro exterminador de cucarachas es como sigue:

|                                    |          |
|------------------------------------|----------|
| Timol.....                         | 2 partes |
| Acido salicílico.....              | 2 »      |
| Alcohol.....                       | 200 »    |
| Aceite de limón (para perfumar)... | 1 »      |

Según un libro antiguo de récipes, esta preparación extermina y no mancha. El olor no es desagradable y es fácil ventilar el cuarto.

Muchos insectos temen el póleo y el sassafrás por su fuerte olor; tan luego como se dejan en un cuarto, los insectos se marchan sin tardanza. Cuando no se puede obtener la hierba ó corteza fresca, se procura el aceite con el que se empapan trozos de algodón que se colocan en grietas é intersticios frecuentados por los insectos.

**IBOGAINA.** — Es un extracto alcaloide de *Tabernanthe iboga*, una de las *Apocynaceas*. Forma cristales incoloros, y según Pouchet y Chevalier (*Journal Pharm. et Chimie*, 1905, 329) produce un efecto tóxico poderoso en el sistema nervioso central. Provoca la excitación cerebral y finalmente la parálisis. Ejerce también un efecto cardíaco poderoso. Se ha empleado en pequeñas dosis, dando muy buenos resultados en la influencia y en la neurastenia.

#### Farmacéuticos de Empresa

¿Carecen los farmacéuticos de empresa? Un colega afirma que no aprovechan todas las oportunidades que se les presentan, y que podrían impulsar sus negocios con más determinación, obteniendo como consecuencia mejores resultados. Indisputablemente hay algo de verdad en esto, por más que el hecho no se limita al ramo de droguería al por menor. Muchos dueños de farmacias dejan escapar oportunidades que habrían de serles muy valiosas. Con frecuencia sobreviene el fracaso cuando con un poco más de empresa se hubiese trocado en éxito.

Y es precisamente el hecho de no haberse aprovechado de las oportunidades que lleva en pos la pesadumbre, cuando el fracaso ó la falta de fortuna nos dice que hemos perdido el tiempo. Llegar cerca de la meta, sin ver colmadas todas las aspiraciones, es más de sentir que arruinarse por un cúmulo ó combinación de circunstancias fortuitas ó imprevistas que fuera imposible evitar ó atajar. En un extremo el droguista al por menor no adelanta con los tiempos, y es en la cuestión de anuncios. Anunciar debería cuando emprende el negocio, cuando éste está establecido y más tarde al asomarse la concurrencia. Del resultado de anunciar tiene á su vista muchos ejemplos. En su estantería, en los armarios tiene sinnúmero de artículos que apenas si poseen mérito alguno, pero que el público demanda y compra por haber sido anunciados con frecuencia por los fabricantes.

Cuanto á la manera de anunciar, los recursos del farmacéutico son inagotables. No necesita precisamente hacer gasto alguno. Muchas farmacias están establecidas en las esquinas teniendo dos ventanas en dos calles diferentes, lo que constituye una ventaja inmensa para el anuncio. La exposición de artículos á la vista del público es fácil bajo estas circunstancias. Cuanto á la manera de presentarlos para que hagan juego y atraigan á los transeuntes, le servirá de guía al farmacéutico la idea que tenga del negocio, y su gusto artístico, factores importantes para atraer al público. Pero sobre todo, es la empresa del hombre que gen e ralmente labra su éxito.

#### Modo de Cuidar y Limpiar Efectos de Goma

Un colaborador del *Pharmaceutische Zeitung* (1903, pág. 124) recomienda la siguiente para cuidar los efectos de goma. Para impedir, dice, que los artículos de goma ó caucho endurezcan y se vuelvan quebradizos, deberían sumergirse de medio á tres minutos en parafina derretida á 100 grados, y suspenderse en un horno calentado á 100 grados. Esto permite que el excedente de parafina gotee, lo que toma sobre una hora. El caucho absorbe de 2 á 8 por ciento de parafina y por este medio adquiere notable resistencia á la influencia del aire, de la luz y del calor. Otros escritores han recomendado la inmersión de los efectos de caucho en una solución de ácido fénico en la que se ha disuelto 5 por ciento de glicerina. También se recomienda que se laven con amoníaco los efectos para que pongan quebradizos.

Es buena regla para seguirse que caucho no se expongan á la luz ó calor intenso, ni se pongan en contacto con grasas ..... ó vegetales. Casi todas las clases de caucho son das por las grasas, y en contacto con ellas se ablandan y desintegra. El caucho que ha perdido su elasticidad bajo la influencia de temperaturas altas -

brar parte de sus propiedades originales al lavarse con una solución de amoníaco, ó sumergirse en parafina, por más que nunca recupera sus condiciones normales.

Para limpiar tubería de goma, podremos usar tacos de alambre de acero, enjaguándose los tubos en agua caliente hasta que ésta pase bien clara. Si el tubo se hubiese puesto duro puede ablandarse sumergiéndolo en una solución de amoníaco por espacio de media hora.

Otro procedimiento es hacer hervir el tubo en agua por una hora, con ó sin glicerina, y permitirlo enfriar lentamente. La glicerina puede también emplearse con ventaja de la siguiente manera: el tubo de goma se restriega fuertemente con cepillo y se lava con agua caliente. Entonces se limpia con un taco de algodón mojado en glicerina y asegurado al extremo de un alambre. Este tratamiento se repite durante 24 horas. Para tubos de caucho que no se usan se empleará este tratamiento dos veces al año. Los tubos se pondrán en receptáculos apropiados.

### Eter y Cloroformo como Anestésicos

El *New York Medical Journal*, de diciembre 31 de 1904, dice: Que aunque la superioridad del éter al cloroformo como anestésico respecto á su mayor seguridad en la administración ha sido demostrada repetidas veces, puede, con todo, sacarse ventaja de cualquier cosa que contribuya á ensanchar nuestro conocimiento de la multitud de detalles de la manipulación relativa de las dos drogas. Los ensayos clínicos deben por supuesto admitirse como definitivos, pero sin negar el peso que llevan en sí las experiencias del laboratorio, por la luz que arrojan y que debe de tomarse en consideración para la comprensión completa del asunto que esperamos alcanzar. Un escritor francés eminente, M. Jaquet, de la Facultad de Basle, ha emitido recientemente un luminoso informe (*Semaine Medicale*) referente á las últimas experiencias de dilucidación llevadas á cabo en la materia. Trata de la acción de las dos drogas en el tejido nervioso, tanto el central como de la periferia, de su efecto relativo en la respiración y la circulación (cuyo fin es de arrojar dudas sobre las deducciones de la Comisión Hyderabad de que la paralización del corazón como efecto de una intoxicación por uno ó el otro de estos dos anestésicos es el resultado del paro precedente de la respiración), del grado de concentración del vapor anestésico por afectar la inmunidad de su acción, de los efectos de dos agentes en la presión de la sangre y de los resultados de la anestesia prolongada y repetida.

Tanto se extiende M. Jaquet sobre estos particulares, que no podemos siquiera dar un sumario, y nos limitamos, por consiguiente, á reproducir sus conclusiones. El éter y el cloroformo, dice, son idénticos en cuanto á la manera de producir la anestesia, pero ejercen distinta acción secundaria, que juega un importante papel en determinar su seguridad relativa. El cloroformo deprime el corazón, como también la respiración, baja la presión de la sangre. El éter, por el contrario, no origina estos efectos á menos de que no se dé á la dosis tóxica. El tejido nervioso expuesto al acto de vapor de cloroformo relativamente diluido queda inerte, mientras que el éter produce solamente actividad funcional transitoria. El gobierno de la manipulación es mucho mayor con el éter que con el cloroformo. La anestesia prolongada del éter se eleva mejor que la del cloroformo. Este causa inflamación enquistosa de todos los órganos, y

una tal degeneración que afecte un órgano debilitado ya, puede resultar en la muerte; el éter no produce lesiones histológicas apreciables. Los trastornos pulmonares que á veces sobrevienen á la anestesia con el éter deben atribuirse al que administra la droga más bien que á ésta. El favor creciente con que se recibe el éter como anestésico quirúrgico está justificado; es menos peligroso que el cloroformo.

### Linimentos Medicinales

**LINIMENTO COMUN.**— Aceite de olivas, 2 partes; amoníaco líquido, 1. Mézclase. — *H. Samar.*

**LINIMENTO CONTRA LA ALOPECIA.**— (a) Extracto de jaborandi fluido, 25 partes; tintura de cantáridas, 25; jabón, 10; alcanfor, 50; esencia de romero, 7; alcohol, 1; agua, c. s. para 100. H. s. a. — *Bartholow.*

(b) Alcohol de Fioraventi, 5 partes; tintura de cantáridas, 5; tintura de iodo, 5; cloroformo, 15; ácido acético cristalizado, 5 á 10.

Todas las mañanas se jabona la cabeza y se fricciona con esta mezcla. — *Besnier.*

(c) Éter acético, 21 gramos; cantaridina, 0.065. Disuélvase y añádase: esencia de espliego, 15 gotas; alcohol rectificado, 240 gramos; aceite de ricino, 28.

Muy recomendado para aplicar á las partes calvas, cuidando de jabonar bien la cabeza después de aplicado varias veces seguidas, para evitar una fuerte irritación.

**LINIMENTO CONTRA LA AMAUROSIS.**— Alcohol de romero, 30 gramos; bálsamo de Fioraventi, 15; esencia de espliego, 1. Tres fricciones en las sienes con una cucharada pequeña de este linimento en los casos de amaurosis producida por el abuso del tabaco. Vejigatorio repetidos en la región frontal y temporal; laxantes. — *Sichel.*

**LINIMENTO CONTRA LA CALVICIE.**— (a) Agua de Colonia, 120 gramos; tintura de cantáridas, 8; tintura de pimienta, 7.50; aceite de ricino, 7.50.

En la alopecia consecutiva á la debilidad debida á las fiebres graves, y en la sífilítica, se fricciona el cráneo por mañana y noche con una esponja mojada en este linimento. — *Bulkley.*

(b) Aceite de almendras, 24 gramos; aceite de ricino, 24; tintura de cantáridas, 5 á 8; acetato de cobre, 0.25; esencia de espliego, c. s.

Aplíquese todas las noches á la raíz de los cabellos una pequeña cantidad, para evitar su caída y facilitar su crecimiento. Suspéndase momentáneamente su empleo si se pone dolorido el cráneo.

(c) Ácido salicílico, 5 gramos; alcohol rectificado, 400; glicerina, 100; espíritu de jabón, 100; bálsamo del Perú, 30; agua de Colonia, 70. H. s. a.

En fricciones.

**LINIMENTO CONTRA EL COLERA.**— Tintura de cantáridas, 40 gramos; bálsamo de Fioraventi, 150; alcohol alcanforado, 60; aceite de trementina, 30; tintura de benjuí, 4.

Empápese una franela en esta mezcla, que se aplica sobre todo el raquis: pásese sobre el tejido de lana durante un minuto ó dos una plancha calentada regularmente. Se aplica de igual modo al epigastrio para calmar los vómitos de los cólicos, y á los miembros inferiores para que cesen los calambres. — *Bourgogne.*

**LINIMENTO CONTRA EL COLICO NEFRITICO.**— Cloroformo, 3 gramos; extracto de beleño, 3; láudano de Sydenham, 1; aceite de manzanilla, 30.

Embrocaciones á todo el vientre. — *Reliquet.*



**LINIMENTO CONTRA LA CORIZA.** — Cloral, 0.50 gramos; aceite de ricino, 15.

Se aplica en la mucosa nasal, después de la limpieza de la superficie.

**LINIMENTO CONTRA LA DEFORMACION GOTOSA.** — Esencia de trementina, 1 parte; cloroformo, 1 parte; bálsamo tranquilo, 3. Mézclense.

### El Emplaste Poroso y la Belleza

Una mujer neyorkina ha entablado una demanda ante los tribunales por daños y perjuicios en la suma de \$500 contra los fabricantes de un emplasto poroso, que ha sido la causa, según declaratoria jurada de un médico, que la dama en cuestión no pueda ostentar con orgullo los encantos con que la había dotado la naturaleza, viéndose obligada á huir los vestidos escotados ó telas transparentes con motivo de las descoloraciones y cicatrices que ha labrado en su hermoso cutis el devastador emplasto.

En la demanda consta que el emplasto había costado once centavos, y fué comprado en un bazar, un día de gangas, por recomendación de una amiga, de la demandante. Otro motivo que se alega para la compra, es que en un anuncio atractivo acerca de la composición del emplasto, se hacía mención del oloroso incienso de la Biblia como uno de los ingredientes más importantes, lo que pareció una garantía más á la dama de que para sus fines aquel parche era cosa excelente.

Cuando menos demostró que era eficaz, pues ha sido necesario que la desgraciada dama cubriera su obra con telas espesas, y sufriera en consecuencia la mayor aflicción que pueda caber á una mujer hermosa por tener que renunciar á los escotes que tan importante papel juegan en la sociedad. Quinientos pesos no parece suma adecuada para tanto pesar, y si el Tribunal halla realmente que los emplastos porosos en cuestión puedan causar tanta desdicha, poca será la penalidad para los fabricantes.

### Desinfección Fácil con Formaldehido

El valor importante del formaldehido como agente desinfectante, es á estas horas demasiado conocido para detenernos en él; pero la dificultad de liberar el gas sin la ayuda de un aparato más ó menos complejo y costoso, ha sido en muchos casos un obstáculo para su empleo, y por esta causa la Junta de Sanidad del Estado de Maine ha recomendado recientemente un método sencillo y seguro con el cual no hace falta ningún aparato especial, y da buenos resultados, según ha podido comprobarse por una serie de experiencias fructuosas tanto en Maine como en los Estados de New Hampshire y Vermont. En una vasija de buen tamaño se ponen 200 grm. de permanganato de potasio por cada 500 c.c. de formaldehido. Para una habitación que haya de desinfectarse bastará un balde que contenga unos 9 litros, siendo preferible que la habitación esté bien caliente. El formaldehido, á razón de 1000 c.c. para cada 1,000 pies cúbicos de espacio, se vierte sobre el permanganato, y se retira del cuarto inmediatamente el hombre fumigador, manteniéndose aquél cerrado por el tiempo de cuatro horas, en que se supone que la desinfección es completa. Las ventajas de este método simple son evidentes: no hay aparatos que transportar, no se corre riesgo de fuego de lámparas encendidas, y la liberación de todo el gas utilizable se

verifica en pocos momentos. Estas ventajas compensan con creces por la mayor cantidad de formaldehido que usualmente se consume con este método.

## NOTAS FARMACEUTICAS

### HIRSUTUS PARA WALNUTTA

Para hacer crecer el cabello y darle el color rico de la juventud. Es eficaz sin dañar en lo más mínimo. Aplíquese al cabello por todas partes con un cepillo de cerdas fuertes, y frótese bien en el cuero cabelludo:

|                                      |           |
|--------------------------------------|-----------|
| Parafina líquida.....                | 2 oz. fl. |
| Alumbre en polvo.....                | ½ dr.     |
| Cáscaras de nueces verdes (secas)... | ½ oz.     |
| Aceite de nuez moscada.....          | 5 gotas   |

Las cáscaras y el alumbre se digerirán en la parafina en un baño de arena durante una hora; fíltrese, y cuando haya enfriado, añádese el aceite. Primeramente se humedecerán las cáscaras de nuez en alcohol, permitiendo que el exceso se evapore, y entonces se digiere en la parafina.

### PETROMUL

Emulsión de petróleo. El único sustituto del aceite de hígado de bacalao. Es suave, nutritiva y grata al paladar.

|                                   |            |
|-----------------------------------|------------|
| Petróleo ámbar líquido.....       | 4 oz. fl.  |
| Acacia pulverizada.....           | 4 oz.      |
| Aceite esencial de almendras..... | 3 gotas    |
| Aceite de clavos.....             | 3 "        |
| Glicerina.....                    | 1 oz. fl.  |
| Hipofosfito cálcico.....          | 45 grn.    |
| Hipofosfito sódico.....           | 85 "       |
| Hipofosfito potásico.....         |            |
| Acido hipofosfórico (50 % ).....  | ½ dr.      |
| Sacarina.....                     | 5 grn.     |
| Agua, para hacer.....             | 16 oz. fl. |

Pónganse el petróleo y los aceites en un mortero seco, añádese la acacia y tritúrese hasta lograr homogeneidad. Luego añádense y tritúrense bien cuatro onzas fluidas de agua. Disuélvanse en tres onzas fluidas de agua caliente las sales y el ácido y mézclese con lo anterior. Añádese la glicerina, disuélvase la glicerina en un poco de agua y añádese y mézclese agua para hacer una pinta.

Esta preparación está indicada para catarro bronquial, toses asmáticas, trancazo y tisis crónica. Es estimulante, antiespasmódica, diaforética, antiséptica, demulcente y expectorante. Instrucciones: Una cucharada antes ó después de las comidas, y al acostarse, con un diluyente. Los niños en proporción según la edad.

### QUINATOL

Es realmente una preparación ideal para el cabello. Estimula el crecimiento, y el nuevo es sedoso, fino y suave.

|  |          |
|--|----------|
| Quinina, alcaloide.....  | 2-4 %    |
| ( Los porcentajes más bajos rinden las preparaciones más elegantes ) |          |
| Aceite de parafina.....  | 1 oz.    |
| Aceite de bergamota.....   | 10 gotas |
| Raíz de ancusa.....  | ½ dr.    |

Se digiere el alcaloide y la raíz con el aceite de parafina por espacio de media hora en un baño de

arena hasta resultar una solución clara, roja; cuélese entonces en una tela, añádese el aceite volátil y embótéllese inmediatamente. Resulta un producto cual jalea roja de un color agradable.

Instrucciones: Póngase una cantidad en las palmas de las manos y frótese bien el cabello y el cuero. Se aplicará por la noche y la mañana.

#### INSECTICIDA

Para exterminar toda clase de cucarachas, chinches, polilla, pulgas, hormigas, piojos, é insectos en general. Rocíense los sitios infectados ó se frota con el cepillo.

|                       |           |
|-----------------------|-----------|
| Petróleo.....         | 2 gal.    |
| Oleato mercúrico..... | 2 oz.     |
| Nitrobencina.....     | 2 oz. fl. |
| Raíz de ancusa.....   | 1 oz.     |

Mézclense el oleato y la nitrobencina, añádese algún petróleo, mézclese, macérese la raíz por dos días en la mixtura y decántese.

#### LINIMENTUM PARACAPSICOL

Es el linimento más eficaz que se conoce. Puede emplearse donde no haya superficies expuestas. Se aplica localmente frotando bien hasta que se efectúa la absorción. Puede aplicarse á vendajes. Resuelve toda clase de procesos inflamatorios. Es, en efecto, un linimento oleoso penetrante.

|                         |           |
|-------------------------|-----------|
| Aceite de parafina..... | 4 oz. fl. |
| Cápsico en polvo.....   | 4 dr.     |

Digiérese en un baño de arena y fíltrese. Puede añadirsele directamente lo siguiente: aceite de pírola ó menta piperita, fenol, timol, alcanfor ó eucaliptol, etc.

#### ACEITE DE CARRON MEJORADO

Es más superior al antiguo y más apropiado. Es una preparación apetecible para quemaduras, curtido del sol, pecas, escaldaduras, desolladuras ó afecciones del pulmón. Es de mayor aguante.

|                                 |           |
|---------------------------------|-----------|
| Aceite de linaza.....           | 2 oz. fl. |
| Agua de cal.....                | 2 "       |
| Mézclese y añádese              |           |
| Parafina líquida.....           | 1 "       |
| Sacúdense bien antes de usarlo. |           |

Lo siguiente da también una buena preparación:

|                               |           |
|-------------------------------|-----------|
| Aceite de linaza.....         | 1 oz. fl. |
| Agua de cal.....              | 1 "       |
| Mézclese y añádese            |           |
| Petróleo líquido (ambar)..... | 1 "       |

Con lo de arriba pueden incorporarse muchas substancias medicinales en estado licuado, con lo cual acrecentarán las virtudes curativas de la preparación.

#### ACEITE DE HIGADO DE BACALAO AROMATICO

a fórmula europea:

|                                  |             |
|----------------------------------|-------------|
| urina.....                       | 0.01 gramos |
| arina.....                       | 0.50 "      |
| illina.....                      | 0.10 "      |
| hol absoluto.....                | 5.40 "      |
| ite de limón.....                | 5.00 "      |
| ite de menta piperita.....       | 1.00 "      |
| ite de néroli.....               | 1.00 "      |
| le hígado de bacalao para hacer. | 1000.00 "   |

#### ZARZAPARRILLA DE AYER

Cada onza fluida de la zarzaparrilla de Ayer representa:

|                               |           |
|-------------------------------|-----------|
| Raíz de zarzaparrilla.....    | 10 granos |
| Raíz de bardana amarilla..... | 8 "       |
| Raíz de regaliz.....          | 8 "       |
| Corteza de cambrónera.....    | 4 "       |
| Raíz de rumexacetosa.....     | 3 "       |
| Hojas de sen.....             | 2 "       |
| Raíz de caulífolo.....        | 2 "       |
| Raíz de estilingia.....       | 4 "       |
| Raíz de fitolaca.....         | 1 "       |
| Corteza de cincona roja.....  | 2 "       |
| Ioduro de potasio.....        | 4 "       |

Solvente — Alcohol, 10½ mínimos por cada dracma fluida; glicerina, jarabe, agua.

Esta es la fórmula que ha suministrado á la prensa el Dr. Charles H. Stowell, de la Compañía del Dr. Ayer, á los periódicos diarios, se supone que para anunciar el artículo. Pero al mismo tiempo para demostrar que no se teme á la publicidad en relación con los remedios Ayer. Refiriéndose á la fórmula dice el *Lowell Sun* de febrero 22:

« Cuando preguntamos si no podíamos llevar esta receta á una botica para preparar con ella un pomo de Zarzaparrilla del Dr. Ayer, se nos dijo que era prácticamente imposible. Parece que se necesitan 3 meses para preparar esta zarzaparrilla para el mercado, á parte de los costosos aparatos y operarios diestros necesarios para su preparación. »

#### NOTAS PRACTICAS

LAS PROPIEDADES DEL TANTALO. — Según dice la (*Nature*, 71, 1852), el tántalo metálico se emplea con ventaja como filamento para lámparas eléctricas; pero falta por resolver si puede obtenerse el metal en cantidad bastante para aprovecharse para el fin indicado y otros. El doctor F. Mollwo Perkin ha dado á conocer varios estudios sobre las propiedades notables del metal, siendo la principal su ductilidad extremada combinada con su extremada dureza. El tántalo es, en efecto, tan duro, que se halló imposible agujerear una lámina de 1 milímetro de espesor con un taladro de diamante. El taladro volteando 5,000 veces por minuto, trabajó día y noche por tres días, logrando hacer una depresión de 0.25 mm. solamente. Para preparar el metal en lugar del diamante, para perforaciones, se han empleado métodos eléctricos y químicos.

MODO DE DESCUBRIR EL ACEITE DE SEMILLA DE ALGODON. — Sábese que después de cierto tratamiento el aceite de semilla de algodón no responde á la reacción Halphen (Bevan) con azufre y carbón disulfido, y que tales aceites se emplean para hacer margarina. Hase averiguado y demostrado que calentando durante seis horas á 200° C. disminuye considerablemente la intensidad de esta reacción, aunque sin eliminarla por completo, mientras que basta calentarla por media hora á 250° C. para destruirla por completo. Este último proceso, no obstante, da por resultado la liberación de mucho ácido libre, y el aceite no puede emplearse para tales fines técnicos. Con todo, si se introduce en el aceite dióxido de azufre hasta que despidiera fuerte olor de gas, y una hora después el exceso

se disipa por medio de una corriente de aire, fórmase un aceite que no puede distinguirse del legítimo de semilla de algodón ni en color, olor, sabor u otras propiedades naturales de aquél. El punto de fusión del acetato de colessterina (ó fitosterina) sirvió para descubrir la mezcla del tal aceite de semilla de algodón con manteca de cerdo. En opinión del autor estas experiencias deberían repetirse más á menudo. — K. FISCHER y ST. PEYRAN.

**MATRINA.** — En China se emplean las raíces de la *Sophora angustifolia* como remedio para la fiebre tifoidea. De las raíces se hace desprender un compuesto cristalino al que se le da el nombre de matrina, y tiene la fórmula  $C_{15}H_{24}N_2O$ . Tiene una acción tóxica en sumo grado; bastando para matar perros 0.3 de gramo por kilo.

**RAYOS ULTRA-VIOLETA.** — El Dr. Franz Fischer, ha publicado un interesante informe (*Berichte*, 37, 946) de la acción de la luz ultra-violeta sobre el cristal. Ocho clases diferentes de éste se expusieron á la radiación de una lámpara de mercurio-cuarzo, habiéndose descubierto que los que contenían manganoso tomaron un color violeta pronunciado á las doce horas. Sir William Crooks ha averiguado recientemente que el cristal expuesto á la luz solar en Uyuni (Bolivia) á unos 4,000 metros sobre el nivel del mar, tomó gradualmente el color violeta. Estos cristales contenían igualmente manganoso, de lo que infirió Sir William que la mezcla de silicato férrico y manganoso sufrió un cambio bajo la influencia de la luz, convirtiéndose en silicato ferroso y mangánico, siendo el último de un color violeta.

Según el Dr. Fischer, citado arriba, esta explicación es plausible, porque la coloración que él ha observado, por efecto de la radiación de la lámpara de mercurio cuarzo es rica en luz ultra-violeta química. La coloración violeta del cristal es visible cuando se emplean los tubos Röntgen, originándose este hecho de la acción de la luz ultra-violeta en el interior sobre el cristal que contiene manganoso. La coloración violeta que Sir William Ramsay ha observado en el cristal de rosa cuando se somete á la acción del radium, también puede relacionarse con el manganoso del vidrio, al mismo tiempo que con una honda corta de radiación.

### Farmacología y Terapéutica

**ACEITE DE EUCALIPTO EN EL TRATAMIENTO DE TIFOIDEA.** — El Dr. Cuthbert Hall, ha expresado la opinión que la droga que probablemente haya de ser más eficaz en el tratamiento de la fiebre tifoidea, debe poseer la propiedad de reducir la temperatura, de obrar como antiséptico y producir un efecto tonizador en el corazón y en el sistema en general. Estas indicaciones las llena en alto grado el aceite de eucalipto. El eucalipto cuando es puro posee muy poca potencia bactericida. El piperitone y los terpenos tienen una acción más potente, mientras que si el aceite ha de producir efectos bactericidas pronunciados, en este caso debe tener suficiencia de ozono derivado de la oxidación de los terpenos. Si no se tiene la seguridad de que la marca de aceite que se usa contiene mucho ozono, esta falta puede compensarse prescribiendo un poco de peróxido de hidrógeno al mismo tiempo que el aceite. El aceite empleado por el doctor Hall era el llamado *Eucalyptus Smithii*, y el cual consiste princi-

palmente en pineno, y éste estaba ozonizado por la exposición al aire y á la luz por espacio de un mes antes de usarlo. El efecto antiséptico pudo apreciarse en la apariencia alterada del paciente y disminución de la fetidez. Para adultos empleó dosis de 10 minims, suspendido en mucílago y administrado cada cuatro horas. Los enfermos pueden tolerar dosis mayores; pero debe ponerse cuidado en que no se presente alguna nefritis aguda por los constituyentes terpenos del aceite. La reducción de la temperatura es sorprendente, debido principalmente á la suave transpiración estimulada del paciente, y la cual puede que continúe por una hora ó dos. Este efecto no se menciona en los libros de texto. En dosis grandes el aceite de eucalipto obra como depresor profundo del sistema nervioso central. En los casos tratados por el Dr. Hall, notó la ausencia de delirio, que atribuye principalmente á la reducción de la temperatura; pero debida también probablemente en parte á un efecto sedante en el sistema nervioso central.

### NOTAS COMERCIALES

— Klip Klip es un manicuro perfecto que tiene fácil salida tan luego como se expone en el mostrador de la botica, y deja por consiguiente provecho á la casa. Pídase descripción del aparato y cotizaciones á la Klip Klip Company, 576 Clinton Avenue, South, Rochester (N. Y.).

— Tratándose de un artículo que por tantos años ha estado en el mercado, como es el caso con los emplastos porosos de la Allcock Manufacturing Company, de Nueva York, no es necesario hablar de sus propiedades como agente curativo, sino del beneficio que deja su venta. Nuestros lectores del ramo que no tuviesen el artículo harán bien en procurárselo. Los fabricantes lo anuncian en todas partes del mundo. Véase el anuncio que aparece en otra sección de este periódico.

**AKARALGIA.** — Es el nombre expresivo que la Wm. S. Merrell Chemical Company, de Cincinnati (Ohio), ha dado á un nuevo compuesto, del cual es principal ingrediente el salicilato de sosa del aceite de pírola. La reputación que se ha creado la Merrell Company con la fabricación de productos de pírola y la aceptación universal que han tenido por la Facultad Médica, son evidencia de que una preparación de indisputable excelencia se hace popular entre médicos y farmacéuticos.

— Dirigiéndose á Solom Palmer, Nueva York, se enviará una lista de precios de sus perfumes, polvos para el tocador, saquitos perfumados, jabones y demás artículos del ramo de perfumería. El fabricante es de los más antiguos y más conocidos, habiendo establecido su brillante negocio tan atrás como el año 1847. Los efectos que emanan de su establecimiento son de calidad superfin. Los farmacéuticos que lean el anuncio en la sección correspondiente, hallarán ventajoso ponerse en relaciones con esta casa tan antigua y acreditada.

**EUSOMA.** — Se recomienda como antiséptico y alterante, no venenosa, para administración interna y externa. La preparación representa 15 granos de *Eusoma tifoidea*. Aplícase el remedio como apósito antiséptico en el tratamiento de heridas de todas clases, de quemaduras, carbuncos, orzuelos, eczema, psoriasis, úlceras, erisipelas de insectos venenosos, etc. En efecto, puede utilizarse en todos los estados sépticos, y cuando se aplicó á una herida sin dar lugar á supuración. Los fabricantes, la Eusoma Company, de Cincinnati, envían material a quien lo solicite.

# AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 14 DE AGOSTO DE 1905

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma

## AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

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## FARMACOPEA DE LOS ESTADOS UNIDOS

POR último ha quedado terminada la nueva edición de la *Farmacopea de los Estados Unidos*, revisada por la octava vez por una comisión especial, habiéndose distribuido por adelantado algunos ejemplares á la prensa técnica, si bien la obra no estará encuadrada hasta dentro de algunas semanas, y no recibirá la sanción oficial pública hasta el 1º de septiembre próximo.

Aunque en la materia en general se ha seguido la disposición de la *Farmacopea* publicada en 1890, esto no obstante, el presente libro encierra cambios importantes: se ha ensanchado la limitación de las impurezas inocuas de los productos químicos, se han introducido aquellos productos sintéticos de composición química definida, también el suero antidiftérico; establecido dosis medias, y por último se han adoptado casi todas las recomendaciones de la Conferencia Internacional para la «unificación de las fórmulas de los remedios potentes.» Los cambios emanados de la Conferencia no son tan numerosos como importantes, por aumentarse la fuerza de la tintura de estrofantó desde 10 á 10 por ciento, al paso que se ha reducido la fuerza de la tintura de acónito de 35 por ciento á 10 por ciento, y también de la tintura de veratrum de 10 por ciento á 10 por ciento.

El motivo de haber varios Estados y dependencias del Gobierno federal adoptado como legales los libros de la *Farmacopea*, la Comisión revisora se ha comprometido en un serio compromiso, puesto que si bien no era permisible rebajar materialmente los

tipos de pureza, es necesario que esos tipos no sean tan altos que hagan imposible comprar aquellos productos químicos que se conformen con ellos. Es un hecho que en muchas preparaciones químicas medicinales, la presencia de pequeñas cantidades de sustancias extrañas — con tal de que sean inocuas, es prácticamente negligible desde el punto de vista terapéutico, habiéndose formalmente reconocido este hecho con la introducción de una «rúbrica de pureza,» en la que están definidas las limitaciones dentro de las cuales es permisible la presencia de sustancias extrañas inocuas.

Los delegados de Ohio en la Asamblea Farmacéutica, presentaron un memorial pidiendo que se tomase alguna resolución para relevar á los farmacéuticos de responsabilidad en relación con los tipos de la farmacopea en la venta de sustancias que llevan nombres farmacéuticos, pero que no se emplean en medicina. Propusieron en su vista que la Comisión revisora descartase el uso de todos los nombres populares, tales como el «Amoníaco,» etc. Pero esta sugestión no se adoptó, salvándose la dificultad con la inserción en el prefacio del libro de la siguiente declaración:

*Los tipos de pureza y fuerza prescritos en el texto de la Farmacopea se aplicarán á sustancias que se emplean solamente para fines medicinales, ó cuando se compran, venden ó dispensan abiertamente como tales.*

La Comisión revisora está compuesta de hombres circunspectos que han tenido larga experiencia en cuestiones legales, y es probable que en este asunto se asesoraran con funcionarios encargados de administrar las leyes, y, por consiguiente, la declaración será según ellos lo suficientemente eficaz para impedir la persecución á que han estado expuestos los farmacéuticos y droguistas por aquel hecho; pero nosotros lo dudamos, y mucho dependerá de la actitud que asuma el representante de la ley.

La introducción de dos élixires, de un emplastro de caolín, de un compuesto de acetanilida — polvo, de una emulsión de aceite de hígado de bacalao con hipofosfitos, y varias preparaciones semejantes, revelan la tendencia á seguir la dirección popular de las medicinas y que seguramente provocará comentarios en pro y en contra. Habrá de condenarse por hacer causa común con el rebajamiento de la medicina, mientras que por otra parte quizás se alabe por reflejar el estado actual de cosas en el campo de los productos químicos.

Como libro, la nueva *Farmacopea* es altamente satisfactoria. El tipo es claro y legible, el papel de

buen cuerpo y el arreglo tipográfico artístico en su misma sencillez.

Tomada en conjunto la obra redunda en crédito de la farmacia americana é igualmente de los encargados de la revisión que han prestado libremente sus servicios y su saber á la causa de la farmacia. Volveremos á ocuparnos del libro en nuestros números venideros.

## ALCALOIDES DE QUINA

(Conclusión)

### OXALATO AMONICO

La quinina forma un contraste marcado con los demás alcaloides de cincona por el modo como procede con los oxalatos. Las soluciones ácidas de quinidina, cinconidina y cinconina no son precipitadas por el oxalato amónico. Procediendo de igual manera que con las experiencias anteriores averigüé que cuando se añaden 8 c.c. de agua á la solución de oxalato, la separación del oxalato de quinina, al añadir la solución de quinina, fué lenta, mas el depósito fué abundante. Aun después de añadirse 20 de agua, empezaron á formarse cristales después de poco tiempo, habiéndose sacudido la solución para dar lugar á la cristalización. Pareció haberse llegado prácticamente al límite cuando la solución contenía 0.07 por ciento de quinina. En varios ensayos el residuo de quinina en 10 c.c. del licor madre, del cual se había sacado el oxalato de quinina, importaba de 2 á 3 miligramos. En experiencias semejantes con soluciones de las cuales se había precipitado la quinina con sales de la Rochela, el residuo de alcaloide fué 6 ó 7 miligramos. De soluciones puramente neutras, no hay duda de que el alcaloide se elimina más completamente.

### SALICILATO SODICO

Los salicilatos de los varios alcaloides de quina son escasamente solubles en agua, pero se disuelven fácilmente en alcohol flojo. Cuando se mezcla la solución de uno de los alcaloides con otra de salicilato sódico se baja un precipitado que no es distintamente cristalino y toma una apariencia coagulada, agregándose las partículas en masas pegajosas.

En otros experimentos similares á los descritos presentóse un abundante precipitado en el caso de quinina y quinidina cuando se hubo añadido 6 c.c. de agua á la solución de 1 c.c. de salicilato sódico (10 por ciento), volviéndose clara la mezcla al añadir 1 c.c. de alcohol. Una cantidad casi igual de precipitado se depositó con soluciones de cinconina y sulfato de cinconidina después de haber añadido á la solución de salicilato 4 c.c. de agua, necesitándose una cantidad mayor de alcohol para redissolver el precipitado. El precipitado tiene efecto en soluciones mucho más diluidas si se emplea exceso de reactivo.

### BORATO SODICO

No existe incompatibilidad pronunciada entre las sales de los alcaloides de cincona y el borax, excepto aquella que se origina de la alcalinidad del borax. Cuando se hubo mezclado las soluciones ácidas de los alcaloides con un volumen igual de solución de borax de cinco por ciento, no se efectuó ningún cambio, excepto con la sal de quinina que rindió copia de cris-

tales. Estos pueden no haber sido más que sulfato de quinina neutro, y no se formaron en soluciones á las cuales se había añadido un volumen igual de agua.

### BENZOLATO SODICO

Cuando se añade 1 c.c. de cualquiera de las soluciones alcaloides, empleadas en los experimentos de que se ha dado cuenta, á 2 c.c. de una solución acuosa de benzoato sódico de al cinco por ciento inmediatamente se deposita un fuerte precipitado. Excepto con la quinina el aditamento de un poco de agua disuelve el precipitado completamente. Para el precipitado de quinina sobre 4 c.c. de agua es suficiente; pero una parte del precipitado que ha formado masas pegajosas, no se disuelve. Para la quinidina se necesitan 3 c.c. de agua, mientras que para la cinconidina ó cinconina dos son suficientes; pero tratándose de la cinconidina la solución empieza á cristalizar casi inmediatamente llenándose al poco tiempo de cristales aciculares. En este estado la adición de 6 c.c. de agua no redissuelve los cristales. Las soluciones que contienen quinidina y cinconidina permanecen claras permanentemente; la solución de quinina, después de algún tiempo rinde cristales diminutos verrugosos.

Si se diluye 1 c.c. de la solución ácida de quinina en 4 c.c. de agua, añadiendo 1 c.c. de una solución de benzoato al 10 por ciento, la mezcla se vuelve lechosa, pero pronto se separa un precipitado que se adhiere á los lados del vaso dejando el líquido claro. Pasado algún tiempo fórmanse grupos de cristales verrugosos que se pegan á los lados del vaso. Con una dilución de 1.8 resulta muy poco precipitado.

El límite de dilución para una solución de quinidina es aproximadamente el mismo que para la quinina.

La cinconina no se precipita en soluciones diluidas mucho más que 1.2.

La solución de cinconidina, en una dilución de 1.8, rinde, después de sacudirse, un precipitado cristalino copioso. A 1.12 se forman los cristales á la media hora, pero no en abundancia. Los precipitados todos se disuelven fácilmente con alcohol. No es fácil apreciar cuan solubles son en ácidos, porque estos causan la separación del ácido benzoico.

### FOSFATO SODICO

Al mezclar 1 c.c. de solución ácida de quinina con 1 c.c. de una solución de ortofosfato disódico al cinco por ciento, la mezcla primeramente gelatinó y cristalizó. Con la adición de 10 c.c. de agua los cristales no se disolvieron inmediatamente. Cuando la solución de quinina fué diluida con agua 1.5, antes de añadir el fosfato sódico, se presentó una cristalización abundante después de revolver la mezcla. Cuando la dilución era 1.7, aparecieron cristales después de algún tiempo. El precipitado cristalino se disuelve al añadir 2 ó 3 c.c. de alcohol.

Una solución de sulfato de quinidina de la fuerza empleada en estos experimentos, no revela reacción alguna con una solución de fosfato sódico.

Añadiendo 1 c.c. de una solución de cinconidina á 1 c.c. de una solución de fosfato sódico diluido con 2 c.c. de agua no tardan en desprenderse cristales abundantes. La adición de 1 c.c. de alcohol no disuelve los cristales; 2 c.c. rinden una solución clara. En una dilución de 1.5, dentro de media hora se presentan indicaciones de cristalización. La manera como proce-



den las soluciones de cinchonina con este reactivo es característica y sorprendente. Mezclando 1 c.c. del reactivo con 1 c.c. de la solución de cinchonina, resulta primeramente una solución clara, de la que se desprende lentamente una cantidad de rosetas cristalinas diminutas, notables por la desinclinación á diluirse en alcohol.

Cuando la solución de fosfato se vuelve neutra, en cuanto sea posible con ácido acético, nótese que su influencia en causar la cristalización en estas soluciones ácidas disminuye considerablemente, como podía esperarse.

#### IODURO POTASICO

No se presenta precipitado en las soluciones ácidas de alcaloides de cincona con una solución neutra de ioduro potásico. En soluciones puramente neutras de sulfato de quinidina conteniendo 0.25 por ciento del alcaloide, la precipitación del ioduro cristalino se verifica paulatina é incompletamente. Los demás alcaloides, como es bien conocido, no sueltan precipitado alguno.

#### CROMATO POTASICO

Este reactivo no precipita las soluciones ácidas de quinina. En soluciones absolutamente neutras conteniendo 0.2 por ciento del alcaloide se forman lentamente copiosos cristales. Para la quinina la reacción es manifiesta.

### FORMULAS CANADENSES

Convendrá tener presente que aunque los pesos y medidas expresados pertenecen á los sistemas métricos é imperiales, esto no obstante, las cantidades que se dan, en muchos casos no son equivalentes una de la otra. La Comisión se propuso suministrar fórmulas que rindan productos líquidos que midan veinte onzas fluidas (ó un múltiple conveniente de ese guarismo) ó mil centímetros cúbicos. Por supuesto, no pueden emplearse los dos sistemas para hacer una preparación.

#### 1. ALCOHOL DESDORIZADO (*Alcohol Deodoratum*).

|                               |       |         |      |      |
|-------------------------------|-------|---------|------|------|
| Alcohol (95 por ciento).....  | 160   | oz. fl. | 5000 | c.c. |
| Cal viva en polvo.....        | 300   | granos  | 20   | gm.  |
| Alumbre en polvo.....         | 150   | "       | 10   | gm.  |
| Espíritu de éter nitroso..... | 1 1/4 | dr. fl. | 4.5  | c.c. |

Mézclense bien por medio de la trituration la cal y el alumbre, añálese el alcohol y sacúdase bien, luego se agrega el espíritu de éter nitroso, y se deja reposar siete días al cabo de cuyo tiempo se filtra á través de carbón animal pulverizado.

#### 2. AGUA DE ACEITE DE ROSAS (*Aqua Olei Rosæ*).

|  |     |
|--|-----|
| Aceite de rosas.....                     | 1   |
| Fosfato cálcico ó talco pulverizado..... | 2   |
| Agua destilada.....                      | 500 |

Tritúrese el aceite de rosas con el fosfato cálcico (ó el talco purificado), añádese gradualmente el agua destilada, continúese triturando y fíltrese.

NOTA. — Las siguientes aguas medicinales pueden hacerse de la misma manera que el agua de aceite de rosas y emplearse en lugar de las aguas correspondientes del texto de la F. B.:

*Aqua olei anethi, aqua olei anisi, aqua olei carui, aqua olei cinnamomi, aqua olei fœniculi, aqua olei men-*

*thæ viridis, aqua olei menthæ piperitæ, aqua olei pimn-*

#### 3. CÁPSULAS DE APIOL Y ERGOTINA (*Capsule Apiol et Ergotini*).

Cada cápsula deberá contener de apiol cinco (5) mínimas (0.30 c.c.) y ergotina dos (2) granos (0.13 gm.).

#### 4. CERATO GALENO — COLD CREAM (*Ceratum Galeni*).

|                             |    |         |       |      |
|-----------------------------|----|---------|-------|------|
| Parafina líquida.....       | 16 | oz. fl. | 1600  | c.c. |
| Cera de abejas blancas..... | 4  | oz.     | 40.0  | gm.  |
| Espermaceti.....            | 1  | oz.     | 100   | gm.  |
| Borax.....                  | 30 | granos  | 0.625 | gm.  |
| Aceite de rosas.....        | 10 | mínimas | 0.2   | c.c. |
| Agua destilada.....         | 8  | oz. fl. | 80.0  | c.c. |

Disuélvase el borax en el agua destilada, derrítase la cera blanca y el espermaceti con la parafina líquida á un calor suave; viértase la mezcla en un mortero calentado, y añádese mientras esté caliente la solución de borax calentada previamente, procediendo con la trituration, y finalmente el aceite de rosas, y continúese la trituration hasta enfriar.

Cuando el tiempo está caliente la cantidad de cera blanca puede aumentarse á 5 1/2 onzas (53 gm.) y el espermaceti á 2 onzas (20 gm.).

#### 5. CLORAL ALCANFORADO (*Chloral Camphoratum*).

|               |   |     |    |     |
|---------------|---|-----|----|-----|
| Cloral.....   | 2 | oz. | 50 | gm. |
| Alcanfor..... | 2 | oz. | 50 | gm. |

Mézclense bien agitándolos en una botella, ó por medio de la trituration en un mortero calentado hasta quedar licuado y combinado.

#### 6. CLOROFORMO ALCANFORADO (*Chloroformum Camphoratum*).

|                 |   |         |     |      |
|-----------------|---|---------|-----|------|
| Alcanfor.....   | 2 | oz.     | 200 | gm.  |
| Cloroformo..... | 1 | oz. fl. | 100 | c.c. |

Disuélvase el alcanfor en el cloroformo por medio de la agitación.

#### 7. COLODION SALICILADO COMPUESTO — COLODION DE MAIZ (*Collodium Salicylatum Compositum*).

|  |          |              |         |
|--|----------|--------------|---------|
| Acido salicilico.....                            | 1 oz. .. | 45 granos .. | 11 gm.  |
| Extracto de cáñamo indico ..                     |          | 90 granos .. | 2 gm.   |
| Alcohol.....                                     | 1 oz. .. |              | 10 gm.  |
| Colodión flexible, suficiente cantidad para..... |          |              | 100 gm. |

Disuélvase el extracto de cáñamo índico en alcohol y el ácido salicílico en cosa de 5 onzas (50 gm.) de colodión flexible, que se contendrá en una botella alquitranada. Luego se añade la primera solución á la última, y finalmente el colodión flexible para hacer 10 onzas (100 gm.).

#### 8. ELIXIR DE BROMURO DE AMONIO (*Elixir Ammonii Bromidi*).

|                             |     |         |      |      |
|-----------------------------|-----|---------|------|------|
| Bromuro amónico.....        | 800 | granos  | 91.5 | gm.  |
| Acido cítrico.....          | 35  | granos  | 4    | gm.  |
| Elixir aromático, s. c..... | 20  | oz. fl. | 1000 | c.c. |

Disuélvase el bromuro amónico y el ácido cítrico en cosa de 10 onzas fluidas (ó 500 c.c.) de elixir aromático, agitando al efecto. Luego se añade bastante elixir aromático para hacer 20 onzas fluidas (1000 c.c.) y fíltrese si fuese necesario.

Cada dracma fluida contiene 5 granos (0.32 c.c.) de bromuro de amonio.

(Continuará)

### Determinación de Alcanfor en Linimento de Alcanfor

Por JOHN LOTHIAN, Ph. C.

El linimento de alcanfor de la Farmacopea británica contiene 21.45 por ciento de alcanfor tomando el promedio de la gravedad específica del aceite que da aquel libro. Se ha descrito (*Anuario de Farmacia*, 1902, pág. 497) como una solución saturada de alcanfor en aceite de olivas. Esto no es del todo exacto porque el Oleum Camphoratum de la Farm. Aust. contiene 25 por ciento, y una solución que preparé disolviendo exceso de alcanfor en aceite de oliva y permitiéndole permanecer por algún tiempo en contacto con el alcanfor que había cristalizado á una temperatura tan próxima como posible á los 15.5 grados C., contenía como se demuestra más abajo 26.39 por ciento de alcanfor.

El siguiente método para determinar el alcanfor publicóse en el *Analyst*, 1898. Se calientan de 3 á 5 grm. de aceite alcanforado por espacio de dos horas á una temperatura de 120 grados C., calculándose entonces la pérdida. Como se averiguó que bajo circunstancias semejantes el aceite de oliva ganaba en peso, tiene que hacerse una corrección por esta causa.

Los siguientes experimentos prueban no obstante, que prácticamente todo el alcanfor puede sacarse á una temperatura del baño-maría en cosa de una hora, sin que envuelva la necesidad de aplicar correcciones. Preparóse un aceite alcanforado conteniendo 22.37 por ciento, poniendo al efecto el alcanfor y el aceite de olivas en un frasco de pesar provisto de un tapón esmerilizado y disolviéndolo colocando la botella en agua caliente. No hubo pérdida de alcanfor en la preparación. En el primer experimento se calentaron 5.2144 grm. de este aceite alcanforado en una pequeña tina de evaporar colocada en un baño-maría. Después de dos horas despedía aun un olor tenue de alcanfor pero distinto. Se quitó, pesóse revelando una pérdida de 1.1276 grm. correspondiente á 22.12 por ciento, y después de tres horas y media la pérdida fué de 1.1578 grm., ó 22.20 por ciento. Esto demuestra que las últimas huellas de alcanfor, cual muchas otras sustancias volátiles en solución, son difíciles de eliminar.

En la experiencia que siguió empleóse un plato ancho de fondo plano que se ajustaba, precisamente en el anillo del baño-maría, empleándose 3.4534 gramos del mismo aceite alcanforado. Transcurrida una hora era apenas perceptible y al pesarlo, hallóse que la pérdida era de 0.7654, ó 22.16 por ciento. Obtuvieronse resultados semejantes en subsecuentes experiencias con aceites de diferentes fuerzas lo cual considero suficientemente exacto. Aunque á una temperatura más alta que la del baño-maría, el alcanfor queda completamente eliminado, se introduciría mayor error al aplicar la corrección que á emplear el método sugerido arriba. Sería conveniente en una farmacopea del futuro establecer algún límite tal como el siguiente: «Calentando 5 grm. en el baño-maría por una hora en un plato de fondo plano, no debería perder menos de 1 grm.»

Aceite alcanforado expuesto al aire á la temperatura ordinaria pierde alcanfor bastante rápidamente. Un aceite que contenía 21.88 por ciento de alcanfor expuesto en una tina de evaporar por espacio de cuatro días contenía 19.53 por ciento de alcanfor. El alcanfor en solución es dextrotatorio, y la fuerza del aceite alcanforado, puede determinarse fácilmente por el polarímetro.

Las soluciones incluidas en la tabla siguiente se hicieron como se ha descrito arriba, habiéndose tomado las gravedades específicas á 15.5 grados C. por medio del pyknómetro. Se observará que entre 10 y 26 por ciento la gravedad específica está en proporción directa á la concentración, siendo la proporción próximamente 0.00044 por unidad por ciento de subida en el alcanfor. Al mismo tiempo la gravedad específica varía según sea el aceite de oliva que se use, por consiguiente no ha de ponerse mucha confianza en este factor por sí solo:

|                                   | Promedio de alcanfor | Gravedad específica |
|-----------------------------------|----------------------|---------------------|
| Muestra de aceite de olivas..     | 0.0                  | 0.9145              |
| 1 .....                           | 10.03                | 0.9145              |
| 2 .....                           | 17.20                | 0.9247              |
| 3 .....                           | 19.47                | 0.9256              |
| 4 .....                           | 21.04                | 0.9262              |
| Solución saturada 26.39 (hallada) |                      | 0.9287              |

### Origen Médico del Imperio del Japón

Una de las tradiciones acerca del origen del imperio japonés, de que nos da cuenta el famoso viajero jesuita, el padre Charlevoix, se refiere á la emigración á aquel país de una colonia de chinos bajo circunstancias muy peculiares.

Sinosikwo ascendió al trono de China en el año 246 A. C., y desde luego dedicóse á tiranizar á sus vasallos y ejercer con ellos toda clase de crueldades, al mismo tiempo quería sostenerse en el trono todo el tiempo posible; también ansiaba prolongar su vida por medio de algún agente específico, para cuyo efecto despachó mensajeros de confianza á todos los países con quienes mantenía relaciones. Aprovechándose de estas circunstancias, uno de los ayudantes médicos agregados á palacio, quien de un momento á otro temía ser decapitado, dijo al Emperador que había sabido que existía el tal específico en el zumo de una planta que crecía solamente en las islas — que hoy forman el imperio japonés. También se aseguraba que la planta en cuestión era de una estructura tan delicada y sensible, que si no se arrancaba con manos puras y con precauciones especiales, perdería todas sus misteriosas virtudes antes de ser traída al imperio chino. Para evitar que tal desgracia sucediera se sugirió que 300 jóvenes é igual número de mujeres jóvenes también, todos sin mancilla y castos, fuesen elegidos para ir á las islas que guardaban en su seno tan preciosas plantas y recoger de éstas una cantidad suficiente para servir los deseos del Emperador. Púsose en ejecución el plan; el ayudante de médico se ofreció para capitanear la expedición y sus servicios fueron aceptados.

Embarcáronse los exploradores sin pérdida de tiempo para las islas japonesas, pero ninguno de ellos fué jamás visto otra vez dentro de los confines del imperio chino. Aquellas regiones del Japón que no había pisado planta humana, empezaron á poblarse rápidamente con una raza más vigorosa de cuerpo, y de mente lozana que los habitantes en general del celeste imperio. El jefe de la expedición se había proclamado rey y no tardó en hacerse levantar un magnífico palacio bautizándole con el nombre de Kanjoku — «gran casa, paraíso celestial.»

También nos dice el padre jesuita que los japoneses mencionan este hecho histórico en sus anales, y señalan el mismo lugar en donde desembarcó el ayudante de médico fundador del imperio; de igual modo enseñan las ruinas de un templo que fué erigido en su honor. — *American Medicine.*

### Confesiones de un Director

La mayoría de los farmacéuticos conocen algún médico que se opone á que se les altere la receta al ponerla, y es que no pocos médicos no conocen farmacia, pues con frecuencia es el caso que un médico es notable en la medicina; pero cuando se trata del lado práctico de hacer supositorios ó un paquetito bien hecho, es hombre al agua. No es que en farmacia no se hallen ignorantes, y cuando se trata de preparar un manuscrito se hallan embarazados. No es que no sepan lo que quieren decir, lo mismo que el médico sabe lo que necesita el paciente, pero en ambos casos falta la práctica.

Pero para que no se crea que nos ocupamos en generalidades, sino que sí sabemos perfectamente lo que tratamos, pondremos mejor de manifiesto lo que decimos: A veces acontece que un hombre escribe un artículo de primera clase, dividiendo los párrafos para hacerlos resaltar á la vista, poniendo sus puntos y comas, sus comillas donde corresponde, pero cuando se trata de ponerle un encabezamiento falla por completo, y no porque no sabe lo que quiere, sino porque no toma en consideración la apariencia artística de la página. ¿Qué efecto harían, por ejemplo, cuatro líneas de tipo fuerte para encabezamiento de este artículo?

También sucede que un hombre revisando una prueba hace una alteración cerca del principio de un párrafo lo que envuelve la composición entera del párrafo, porque el cambio viene á ocupar media línea ó una línea y media, y estas fracciones sólo se permiten al final de un párrafo. El que está familiarizado con la parte mecánica de la revisión de pruebas haría la modificación del tamaño de una línea ó dos, ó si hubiese dos palabras de más suprimirla una supérflua, ó cambiarla una larga por otra corta. No es esto un tratado para preparar original y corregir pruebas, sino que por vía de comparación queremos demostrar que no faltan autores que puedan aprender mucho aun de la misma rutina de la oficina, y lo mismo sucede con los médicos faltos de experiencia.

Hemos oído á farmacéuticos quejarse amargamente que al hablar ó discurrir con reporters estos han alterado las comunicaciones antes de publicarlas; pero esas quejas nada serían comparadas con las que habrían de emitir si el director dispusiese que se insertase verbatim lo que han dicho sin hacer funcionar el lápiz azul.

Precisa decirlo, algunas de nuestras lumbreras en la farmacia americana, repletos de ideas como un huevo lo está de carne, que manejan con facilidad la péñola, que son muy buscados como colaboradores de periódicos farmacéuticos, cuyos nombres aparecen como autores en libros de texto que se ofrecen como norma, no tienen más capacidad para preparar original para el impresor que algunos dependientes de farmacia que con timidez envían su primer comunicado al periódico.

El farmacéutico no pregoná que médico ha prescrito un octavo de grano de quinina y dos granos de morfina. Los directores de periódicos también se guardan para sí algunas cositas por las obligaciones que traen con sus colaboradores, al igual que procede el farmacéutico para con el médico cuyas recetas pone, sí como el primero tiene que protegerse á sí mismo sus parroquianos, de igual manera el director del periódico se protege á sí mismo y á sus lectores. El directoriere recetas, aunque el redactor esté algo

inseguro en su farmacia, y el director desea colaboraciones. Si tienen ideas los autores, él hace lo demás. — *Druggist Circular*.

### Linimentos Medicinales

**LINIMENTO CONTRA LA DIFTERIA.** — Iodo, 1 gramo; ioduro potásico, 2; agua, 10.

Para barnizar las superficies enfermas. — *Roger*.

**LINIMENTO CONTRA EL ECZEMA.** — Aceite de almendras, 10 gramos; glicerina, 10; óxido de zinc, 5. Mézclense. — *Rodet*.

**LINIMENTO CONTRA EL ECZEMA DEL ANO Y DEL ESCROTO.** — Aceite de linaza, 25 gramos; agua de cal, 25; óxido de zinc, 25; iodoformo, 4 á 8. — *Unna*.

**LINIMENTO CONTRA LA ERISPELA.** — Esencia de trementina, 30 gramos; aceite de olivas, 30. Mézclense. — *Lücke*.

**LINIMENTO CONTRA LA ERISPELA DE LA CARA.** — Ácido fénico, 4 gramos; tintura de iodo, 4; alcohol, 4; esencia de trementina, 8; glicerina, 12. — *H. s. a.*

Para embadurnar cada dos horas la placa erisipelada, así como una pequeña zona de piel sana circundante, y después cubrir todo con seda protectora. — *Hays*.

**LINIMENTO CONTRA LAS ESCARAS.** — (a) Aceite de ricino, 20 gramos; bálsamo peruviano negro, 10.

Para aplicar en planchuelas de hilo fino, dos ó tres veces al día, sobre las escaras que producen ciertas afecciones graves, y con especialidad la fiebre tifoidea. — *Graves*.

(b) Aceite de ricino, 2 partes; bálsamo del Perú, 1. Extiéndase sobre planchuelas de hilas, que se aplican sobre las escaras que se forman á los enfermos graves y particularmente á los atacados de fiebres tifoideas. Dos ó tres veces al día se ponen encima de las planchuelas cataplasmas de harina de linaza y además se lavan las ulceraciones mañana y noche con agua clorurada. — *Graves*.

**LINIMENTO CONTRA LA FARINGITIS SECA.** — Ácido fénico, 1 gramo; tintura de iodo, 1.20; tintura de áloes, 2; glicerina, 120; láudano de Sydenham, 40 gotas.

Para aplicaciones locales. — *Danet*.

**LINIMENTO CONTRA EL FAVUS.** — Ácido fénico, 1 gramo; bálsamo peruviano, 1; petróleo, 10; glicerina, 10.

Las aplicaciones de este tópico se hacen diariamente.

El *Dr. Khrenitchek* recomienda lavar la piel del cráneo con una disolución alcohólica de jabón blando de potasa, afeitarla y aplicar el tópico.

**LINIMENTO CONTRA LA FISTULA DEL ANO.** — Glicerina, 15 gramos; ácido tánico, 1. Mójese un clavo de hilas, más ó menos voluminoso, que se introduce, por la noche y mañana, en el recto.

Manténgase el vientre libre. — *Van Holsbeck*.

**LINIMENTO CONTRA LA GOTA.** — Cloroformo, 10 gramos; esencia de trementina, 10; bálsamo tranquilo, 30. Mézclense. — *Bouloumié*.

**LINIMENTO CONTRA LAS GRIETAS.** — Manteca de cacao, 5 gramos; aceite de almendras, 5; óxido de zinc, 0.10; borato sódico, 0.10; esencia de bergamota, 8 gotas.

En las grietas de los pechos, labios y manos.

### Aceite de Serpiente de Cascabel

No deja de ser curioso el siguiente telegrama de Brownsville, Texas, publicado por un colega:

« Esta mañana, al salir el tren de la línea de St. Louis, Brownsville y México, Mr. W. E. Ritz, encargado del expreso, actuaba de custodio de tres jaulas de serpientes de cascabel, consignadas á la fábrica de San Antonio, en donde se extrae el aceite de estos reptiles venenosos. Según los documentos de embarque, el peso respectivo de las tres jaulas era de 120, 35 y 50 libras.

» La serpiente de cascabel vale para el que la coge viva, á razón de 25 centavos la libra, por consiguiente no es insignificante el tráfico que se hace en esta región en reptiles, particularmente entre mexicanos.

» Dícese que los que habitan la región baja del valle del Río Grande, están muy irritados con motivo de la destrucción *vandálica*, llevada á cabo por los americanos en las comarcas donde abunda esa clase de serpientes, algunas de las cuales pesan de 15 á 25 libras, y sólo sirven para atraer los buitres devoradores después de muertas en el campo.

» Un reptil de ese peso rendiría 20 onzas de aceite, cuyo valor en el mercado es de \$1.50 á 2.50 la onza, y se emplea en el tratamiento de la tuberculosis, asma y otras enfermedades. La piel de la serpiente de cascabel, bien curtida, sirve para hacer hermosos bolsillos, zapatillas, bandas para sombreros, etc., valiendo de \$3.50 á \$3.75 según el tamaño y la cutimbre. Dícese que los desperdicios del reptil hacen una sopa exquisita, y hasta ensalada, muy apreciadas de los epicúreos.

» En vista de lo expuesto, no se necesitan hacer muchos cálculos para demostrar que una hacienda para la cría de serpientes de cascabel, es mucho más valiosa que una ganadería, puesto que la cría y multiplicación de esos reptiles no necesita cuidado ni envuelve gasto alguno. Los mexicanos tan aficionados á esa ocupación, dicen que las serpientes de cascabel son inofensivas una vez que uno no se acerca demasiado á ellas, y nunca atacan al hombre, á menos de que se las golpee, ó se ande tan cerca de ellas que pueda correr riesgo de menoscabo al cascabel, del que el animal parece estar muy celoso. »

### Un Perfume que Hiede

El perfumista tomó de la mesa un frasquito de cobre y dijo:

« En esta clase de frascos nos llega el aceite esencial de rosas. Según el estado del mercado esta esencia nos cuesta de \$10 á \$25 la onza. Este frasco está vacío ahora, pero todavía circula por él algún olor. »

Al oír estas palabras el visitante se sonrió con deleite; no había nunca olido la pura esencia de rosas; sacó el tapón esmerilado del frasquito, cerró los ojos en señal de éxtasis y aplicó la nariz al frasco, para apartarla al instante con movimiento de relámpago, y exclamó:

¡ Pudridero de huesos ! ¡ Fábrica de cola !

« El perfumista no pudo menos de sonreírse con la salida: « Todos los aceites esenciales, dijo, huelen cual éste. Y, con todo, no puede hacerse ningún perfume sin ellos. »

Alargando el brazo cogió de un estante un bote de cristal de facetas lleno de un aceite espeso, amarillento, parecido al petróleo y en parte refinado.

« En este bote, dijo, hay cuarenta onzas de aceite

esencial de rosas puro, cuyo valor excede de \$500. Ya sabéis á qué huele la esencia sola. Observad como hago ahora un rico perfume añadiéndole algunas cosas. »

Puso algunas gotas de la esencia en un pomito y lo llenó casi de espíritu de vino, añadiéndole una gota de extracto de almizcle, otra de lirio, una de néroli, una de rosa, de violeta, de naranja, de vainilla, y finalmente de aceite de clavos y bergamota.

« Oled eso, dijo, alargando el pomito ¿ no es exquisito ? »

La visita repitió: « ¡ Exquisito ! ¡ Eximio ! »

« Pues bien, añadió el perfumista, sin la base repugnante y costosa del aceite esencial de rosas, no olería la cosa mejor que un plato de sopa. »

### Aumento en el Costo del Caucho

Durante estos tres últimos años pasados, ha subido rápidamente el costo del caucho en bruto, pudiendo asegurarse que el precio elevado tiene casi el carácter de permanente. Este encarecimiento de un artículo de tan inmenso consumo, se ha sentido mucho en todas las industrias dedicadas á la producción de artículos de caucho.

Tomando como base el precio de caucho del Pará, que ha regido durante el período de referencia, no puede menos de sorprender el aumento:

#### Caucho del Pará, promedio de precio

|      |                      |      |
|------|----------------------|------|
| 1902 | . . . . .            | 0.7  |
| 1903 | . . . . .            | 0.75 |
| 1904 | . . . . .            | 0.80 |
| 1905 | . . (tres meses) . . | 1.20 |

La razón de esta rápida subida de precios, débese á la escasez de los abastos y al aumento del consumo. Los bosques primitivos que daban el caucho, están agotados por haberse empleado en la recolección métodos derrochadores y devastadores.

La explotación de nuevos veneros que rinden caucho de clase inferior, no tardará mucho tiempo antes que llegue á su fin por falta del producto.

La demanda de caucho aumenta constantemente. Todos los nuevos inventos y aparatos; como son, automóviles, neumáticos para carruajes, aparatos eléctricos, cables de telegrafía, etc., crean esa demanda siempre creciente que representa cantidades enormes de la tan rebuscada materia, particularmente de la mejor calidad.

En el curso de los últimos tres años transcurridos, los precios de los artículos fabricados de caucho de la mejor clase, han tendido constantemente al alza, y es de esperar que en tiempo no lejano aumente también considerablemente el precio de los artículos que se venden al por menor. Algunos fabricantes parece que se proponen salir al encuentro de las condiciones del mercado, empleando en la manufactura caucho de calidad inferior; pero en esto ha de haber un límite.

Los precios prevalecientes afectan el ramo de farmacia, é indirectamente á los cirujanos y á cuyas profesiones respectivas consumen artículos de caucho. Se sienten los efectos de esta situación en el mercado en la fabricación de emplastos, que requieren caucho del Pará de la mejor clase. Los fabricantes de emplastos baratos no pueden en consecuencia venderlos á precios altos por la goma en bruto, y echan mano de otro material.

Una yarda de emplasto adhesivo, c

como corresponde, contiene más caucho puro que un par de chanclos, por consiguiente, el emplasto legítimo de caucho vale bien su precio.

En vista de esta situación, aquellos que compran efectos de caucho y emplastos, deberían escudriñar la calidad y ponerse en guardia contra los precios bajos. — *Red Cross Notes.*

### Benzoinatol ó Petrobenzoinatus

Emoliente calmante. Excelente preparación para administrar varias drogas á la nariz, garganta, oído, ojo y otras partes del cuerpo, bien por medio de rociadura ó esponja. Preparación neutra, pura, blanca, suave, estable, con un olor aromático.

|                                |            |
|--------------------------------|------------|
| Parafina líquida.....          | 16 oz. fl. |
| Benjuí, pulverizado basto..... | 1 oz.      |
| Bálsamo tolú.....              | 4 dr.      |

Digírase en un baño de arena, á una temperatura alta por espacio de media hora, enfríese y fíltrese.

También puede hacerse con ventaja suspendiendo las gomas en saco de tela en parafina muy caliente.

Las siguientes sustancias pueden añadirse en porcentajes diferentes, como también muchas otras que no se mencionan. A continuación se dan los varios procesos por cuyo medio pueden producirse:

1. — Con aceite de pino (pumiliones) — por agitación al mezclarse.
  2. — Con alquitrán de pino — por agitación y decantación.
  3. — Con alcanfor — calentando suavemente.
  4. — Con flores de árnica — por digestión y filtración.
  5. — Con mentol — por mezcla y agitación.
  6. — Con ictiol — por agitación, calor y decantación.
  7. — Con hojas de beleño — por digestión y filtración mientras está caliente.
  8. — Con ácido fénico (cristales secos) — á un calor suave.
  9. — Con cápsico (polvos) — por la digestión y filtración.
  10. — Con timol (polvos gruesos) — calentando.
- Con cantáridas (polvos) — por la digestión y filtración.
12. — Con oleato de cinc — calentando y decantando. Con hojas secas convendrá humedecerlas primeramente con alcohol, permitiendo que el exceso del mismo se evapore espontáneamente y luego se acude al proceso de la digestión. Esto es aplicable á todos aquellos casos en que se digieren drogas secas orgánicas con aceites ó grasas. Un poco de amoníaco es una ayuda para la extracción.

### Nuevo Anestésico

Tiene todas las virtudes de la cocaína sin ninguno malos efectos.

- erlín, julio 20. — Dos científicos alemanes acaban anunciar en la *Deutsche Medicinische Wochenschrift*, el descubrimiento de un anestésico que posee todas las virtudes de la cocaína y sin sus malos efectos subsiguientes.
- La nueva sustancia se le ha dado el nombre de „pine.“ Amortigua el dolor con las aplicaciones locales, pero no contiene veneno.

## NOTAS FARMACEUTICAS

### BRILLIANTOL

Es una loción perfecta para el bigote, las cejas y el cabello á los que da un lustre hermoso. Esta preparación es suave, de color blanco é inofensiva.

|                                   |           |
|-----------------------------------|-----------|
| Parafina líquida.....             | 6 oz. fl. |
| Glicerina.....                    | 2 oz. fl. |
| Aceite esencial de almendras..... | 8 gotas   |
| Aceite de rosas.....              | 1 „       |

Sacúdense bien antes de usarse.

### PETROLATUM MERCURIOSO

|                            |           |
|----------------------------|-----------|
| Mercurio.....              | 1 oz. fl. |
| Petrolatum amarillo.....   | 12 „      |
| Peróxido de hidrógeno..... | 1 „       |

Tritúrese perfectamente el mercurio y el peróxido, añádese luego petrolatum, pequeñas cantidades de una vez, triturando todo el tiempo hasta que desaparezcan los glóbulos de mercurio.

Esto facilita la administración del mercurio por medio de la untura, y es preferible á la base de manteca. Es un núcleo excelente para todas las demás clases de ungüentos.

### LOCION DE TOCADOR

Emoliente ideal para el tocador. Es la única loción cicatrizante, refrescante y suave muy apropiada para curar rozamientos del cutis.

|                                   |           |
|-----------------------------------|-----------|
| Mentol.....                       | 5 grn.    |
| Parafina líquida.....             | 1 oz. fl. |
| Lanolina.....                     | 4 dr.     |
| Aceite esencial de almendras..... | 3 gotas   |
| Heliotropina.....                 | 3 grn.    |

Calientese al baño-maría la parafina y lanolina, mezclándolas; añádese el mentol, el aceite y la heliotropina; revuélvese hasta enfriar.

### CREMA DE PETROLEO

Cold cream. Es una preparación exquisita de uso general, para dispensarse, ó para el tocador; es suave y permanente. Podría llamarse un nutricio perfecto para el cutis.

|                                   |           |
|-----------------------------------|-----------|
| Cera blanca.....                  | 8 oz.     |
| Espermaceti.....                  | 1 lb.     |
| Lanum anhidroso.....              | 2 oz.     |
| Petrolatum blanco.....            | 40 oz.    |
| Agua destilada.....               | 1 pinta   |
| Borax.....                        | 4 dr.     |
| Tintura de vanillina.....         | 2 dr. fl. |
| Aceite de rosas.....              | 1 gota    |
| Aceite esencial de almendras..... | 3 „       |
| Aceite de limón.....              | 10 „      |

Derrítanse los primeros cuatro y cuélense. Calientese agua hasta hervir, disuélvase en ella el borax y añádese á lo primero. Agítase hasta que la mezcla se asiente; luego añádese la tintura y los aceites.

Para crema de la planta del sortilegio (witch-hazel) añádese el extracto de la misma en lugar del agua. Para crema de pepino, añádese zumo del mismo.

Para crema arnicada, añádese una pinta de una solución de flores de árnica, 4 onzas de la tintura por 12 onzas de agua.

### CAPSICOLATUM

Es un contrairritante perfecto para aplicaciones locales. Es superior á los emplastos de mostaza ó cataplasmas. No levanta vejigas. Es muy bueno para dolores en el pecho efecto de resfriados, y afecciones de la garganta, dolores en la zona del corazón y el estómago



y es excelente para dolores en las piernas, dolores de cabeza, de muelas, del oído y neuralgia.

Petróleo amarillo..... 4 oz. fl.

Cápsico en polvo..... 1 oz.

Se digerirá en un baño de arena por algunas horas, luego se deja reposar, y mientras está caliente se filtra ó cuela. Viértase en botes ó tubos mientras está aun caliente.

## NOTAS COMERCIALES

— En los Estados Unidos se emplea para fines farmacéuticos la creta tipo, conocida en el comercio por el nombre de Creta Inglesa Preparada de Thomas, cuyos fabricantes son la Thomas Manufacturing Company, de Baltimore (Maryland), E. U. A. Este excelente producto se despacha en trozos de forma cónica, bien de color blanco, bien sonrosado, y se empaqueta en cajas de madera de 8 libras, con cierre en las esquinas. La compañía suministrará muestras y cotizaciones al pedírselo.

**MOBILIARIO DE METAL.**—Los productos que salen del establecimiento de la Chicago Wire Chair Co. son de hechura elegante y sólidos, y consisten en muebles de metal de todas clases que por muchos años ha estado fabricando esta casa que dispone de una habilitación perfecta para muebles de alambre; sus precios dejan atónitos á todos los droguistas del mundo. Para satisfacerse de la bondad y excelencia de esta clase de muebles basta con preguntarlo á quien los usa. La fábrica está en el No. 67 N. Jefferson St., Chicago.

— Los molinos para drogas que salen del establecimiento de A. W. Straub Co., del No. 3737 Filbert Street, Filadelfia, comprenden varios tamaños y potencia, desde la máquina de mano á la que funciona al vapor. Se han estado ensayando por mucho tiempo esta clase de molinos, ya sea para la molienda de sustancias duras, ya sea para las gomosas ó húmedas. Son apropiados para las labores del farmacéutico y otras distintas. Por su utilidad nos permitimos llamar la atención de nuestros lectores al anuncio de esta compañía, que se hallará en el lugar correspondiente.

— Las Pastillas Bronquiales de Brown, son un remedio específico que tiene enorme demanda y salida prácticamente en todas partes del mundo. Es una de las medicinas más antiguas de los Estados Unidos, habiéndose anunciado extensamente y con perseverancia durante más de una generación. Las virtudes que poseen estas pastillas para aliviar la tos y los resfriados, como también para curar varias afecciones de la garganta, juntamente con el largo tiempo que han sido conocidas del público, son causa de que se vendan bien y dejen provecho, motivo suficiente para que se interesen en el artículo los comerciantes progresivos.

— En vista de la notable salida que el Ergoapiol (Smith) y la Glico-heroina (Smith) tienen en los Estados Unidos, es de esperar que se extienda su venta á todos los países de Sud-América. La Martin H. Smith Company, del No. 105 Chambers Street, Nueva York, fabricantes de estos dos productos, celebraría corresponder con personas del ramo para darlos á conocer. Los prescriben los médicos de todas partes del mundo, habiendo alcanzado la venta notables proporciones, debido seguramente á su indisputable valor terapéutico y al perseverante anunciar de los fabricantes. Nuestros lectores pueden ver su anuncio en la sección correspondiente de este periódico, y dirigirse á los fabricantes para más informes.

— Nos permitimos llamar la atención de nuestros lectores de los países españoles al anuncio de la Sal Hepática de la Bristol-Myers Company, del 277 Greene Avenue, Brooklyn, E. U. A., que aparece en el presente número. Esta excelente sal laxante se ha

demostrado que posee notable eficacia en el tratamiento de afecciones reumáticas y gotosas, al igual que en los trastornos del tubo digestivo. La Bristol-Myers Company tendría sumo gusto en entablar correspondencia con algunos de nuestros amigos de la América del Sur para establecer la venta de esta sal en aquellos países, al igual que en los Estados Unidos. Podemos asegurar á nuestros lectores del ramo que recibirán un tratamiento equitativo de estos fabricantes.

— Louis A. Boettiger, 48 Leonard St., Nueva York, ofrece al comercio una novedad interesante con el nombre de «Squeezit,» la que se observará en la sección de anuncios de este número: El valor de esta novedad se aprecia á primera vista. Quien gaste tabaco granulado ó picadura para la pipa ó para cigarrillos, conoce los inconvenientes de tener que atar y desatar el cordón del saquito del tabaco. El «Squeezit» obvia esta necesidad, pues una vez aplicado es permanente hasta que la bolsa esté vacía. El «Squeezit» se anuncia extensamente y está en poder de importantes mayoristas en todo el país. Los efectos se ponen en hermosas tarjetas de reclamo, dos (2) docenas en una caja. Para muestra é informes sobre precios y condiciones, dirigirse al fabricante citado arriba.

**ARTICULO PARA LIMPIAR EFECTOS BLANCOS.**— Merece recomendarse el «limpiador de efectos blancos,» fabricado por Carl M. Krieg & Co., de 110 Reade St., Nueva York, y convendría que se lo procurasen los farmacéuticos que aun no lo tienen para hacer frente á la demanda natural de la estación que atravesamos. El «Cleansum,» nombre del artículo, es inapreciable para limpiar lona blanca, pieles de gamo y de cabrito blanco sin curtir, como también para zapatos, cinturones, gorras, etc. Se pone en cajas de aluminio de dos estilos diferentes á \$24, la gruesa, menos 10 por ciento; la docena \$2, y en cajas de madera \$18 la gruesa, menos 10 por ciento, y la docena \$1.50. Hay un tamaño menor con el nombre de «Cleanswhite,» á \$9 la gruesa, menos 10 por ciento, ó 75 centavos la docena, puesto en cajas de madera. Krieg & Co., fabrican además el «Magic White,» que es líquido para igual objeto, puesto en un nítido cartón á \$9 la gruesa, menos 10 por ciento, ó 75 centavos la docena.

— Los droguistas están naturalmente satisfechos de tener medicamentos que hallan fácil salida y que dejan un buen provecho. Y es por esto que llamamos la atención del comercio de drogas á las preparaciones que ofrece la Garfield Tea Company, de Brooklyn (N. Y.). Los «Remedios Garfield» son: Te Garfield, Jarabe de Te Garfield; Polvos Garfield para el Dolor de Cabeza, Tabletas Digestivas Garfield, Emplastos Curativos Garfield, Emplastos de Belladona Garfield, Aceite de Lechuza Garfield y Remedio Densmore para la Corpulencia. Donde se han dado á conocer una vez estos remedios se cuentan entre los artículos más corrientes. Por ejemplo, tomemos el Te Garfield: este te de hierbas se ha colocado delante del público por muchos años, todo el mundo lo conoce, y muchas familias no toman otra medicina. Una venta de este te asegura un parroquiano satisfecho, y por este hecho se convierte en anunciante. Y precisamente por este resultado los boticarios de todas partes impulsan la venta del Te Garfield. Otro remedio universalmente conocido del que se han hecho ventas incontables son los Polvos Garfield para el Dolor de Cabeza. La cantidad que se embarca anualmente á todas partes del mundo demuestra concluyentemente que han merecido universal. Visitando el laboratorio moderno de la Garfield Company cualquiera queda convencido de que en la fi de los «Remedios Garfield» se pone esmeradísimo cuid: métodos empleados aseguran productos perfectos que en calidad. La popularidad de que goza cada una de estas raciones es merecida. La Garfield Tea Company desea estas agencias en todas partes del mundo. Se enviarán porm solicitarlo.

# AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 11 DE SEPTIEMBRE DE 1905

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma

## AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

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## LA ASOCIACION FARMACEUTICA AMERICANA

LA Asociación Farmacéutica Americana es la organización que está relacionada más de cerca con los aspectos científicos de la farmacia en los Estados Unidos. En otra parte de este número aparece un informe completo en inglés de la junta anual quincuagésima tercera de la dicha Asociación. La fase científica del *informe* que revestirá mayor interés para nuestros lectores españoles, abraza sinnúmero de materias como queda comprobado por los extractos de algunos periódicos científicos que insertamos más abajo.

Con motivo de que los periódicos farmacéuticos americanos dedican una buena parte de sus columnas al aspecto comercial del ramo de drogas, se ha creído equivocadamente por algunos de nuestros colegas de la América del Sur que en los Estados Unidos se efectuaban relativamente pocos trabajos científicos de carácter farmacéutico. Para disipar tan errónea creencia bastará dar una ojeada á los actos de la Asociación que nos ocupa, y empezaremos por lo siguiente:

### INFLUENCIA DE SUBSTANCIAS ALCALINAS SOBRE VARIOS PROCESOS DE OXIDACION

El profesor Edward Schaefer tomó bajo su cargo la dilucidación de estas influencias, dividiéndolas según la naturaleza de la oxidación en tres clases: (1) Oxidaciones producidas por las sales de los metales pesados, particularmente los preciosos (e. g.: solución Fehling, etc.); (2) oxidación intra molecular (e. g.: azul de guayaco, quinona, peróxido de benzoil, etc.); (3) oxidación espontánea con la formación de productos más estables y más altamente oxidados.

La memoria encerraba un resumen de las labores llevadas á cabo en el Instituto Farmacéutico de la Universidad de Estrasburgo y en otras partes, y que han visto la luz en la prensa del ramo de varios países. El autor dió fin á tan interesante tema declarando que la influencia estimulante de los álcalies, aun de los más flojos, tenía tal alcance en los procesos de oxidación y autooxidación, que no fuera ya posible prescindir de su presencia en los trabajos químicos y farmacéuticos.

### ESCOPOLAINA

El informe presentado por Ernest Schmidt era la continuación de otro sobre el mismo tema sometido á la Asociación por el autor el año de 1892. El estudio de la constitución de la escopolaina se condujo de idéntica manera que los llevados á cabo fructuosamente para averiguar la estructura de la tropina, tropidina, tropinona y compuestos relacionados. El autor llegó á la conclusión que la analogía supuesta para llevar á cabo una investigación racional no estaba sostenida por los hechos revelados con las experiencias anunciadas. Para la investigación procedióse de tres maneras: (1) Tentativas para eliminar el oxígeno, (a) deshidratación y (b) reducción indirecta; (2) destilación de la escopoligenina con polvos de cinc en una atmósfera de hidrógeno que dió por resultado la formación de pirodina, y (3) oxidación con (a) bromo (que rinde escopoligenina), (b) con dióxido de hidrógeno (rindiendo un producto de oxidación inestable) y (c) con ácido crómico (rindiendo entre otras substancias una base libre de oxígeno).

### DETERMINACION DE LA ACETANILIDA

Con la determinación de la acetanilida en ciertos remedios para el dolor de cabeza, se creyó conveniente hacer ciertos ensayos relativos á la temperatura á la cual el éter ó el cloroformo—habiéndose empleado éste para separarlo de otros constituyentes, podría eliminarse obteniendo el residuo en estado para pesarlo. Estas experiencias han demostrado que la acetanilida era en extremo volátil á temperaturas relativamente bajas. De su solución de éter ó cloroformo puede evaporizarse el solvente á la temperatura del cuarto, manteniendo el peso constante del residuo sobre el ácido sulfúrico sin pérdida de substancia. Si el solvente se distila de un frasco desecándose el residuo á 50-60 grados, la pérdida por la volatilización es insignificante, alcanzándose prácticamente un peso constante en 12-24 horas. A los 95 grados puede apreciarse la volatilidad de la acetanilida, aun cuando se halle en un frasco de gollete angosto. El residuo que se obtiene de una solución de éter ó cloroformo cuando se expone el solvente no es acetanilida pura, y si se está en guardia contra pérdidas por evaporación, se obtienen invariablemente altos resultados.

### DETERMINACION DE LA CAFEINA EN PRESENCIA DE LA ACETANILIDA

Al determinar la cantidad de acetanilida y cafeína en los remedios para el dolor de cabeza, se le ocurrió á

W. A. Puckner, de Chicago, la extracción de ambas por medio del cloroformo, y la subsiguiente precipitación de la cafeína como perioduro. Se ha adoptado en su vista un método por el cual se extraen la acetanilida y la cafeína con el cloroformo en presencia del ácido sulfúrico, destilándose afuera el cloroformo y desecándose después el residuo para obtener cafeína, además la acetanilida. La cafeína extraída se precipita en iodo; el perioduro se descompone con sulfito sódico y se extrae la cafeína con cloroformo. Este asunto fué presentado y discutido por el autor del informe.

#### DETERMINACION DE LA CAFEINA

De las experiencias llevadas á cabo por W. A. Puckner, de Chicago, para determinar las condiciones bajo las cuales la cafeína podía desecarse sin pérdida, queda demostrado: (1) Si la cafeína se deseca á 95 grados, se disuelve en agua ó cloroformo, evapórase á la temperatura del cuarto y se deseca sobre ácido sulfúrico se obtiene prácticamente el peso original. (2) Si la cafeína se deseca á 95 grados, se disuelve en cloroformo, se evapora el solvente desde un plato poco hondo á 50-60 grados y se deseca á esta temperatura se obtiene prácticamente el peso original. Si bien puede demostrarse que la evaporación no es suficiente para afectar los resultados de un trabajo cuantitativo. (3) De una solución clorofórmica de cafeína el solvente puede destilarse, desecándose el residuo á 95 grados sin pérdida de cafeína. Si, por otra parte, se pone la solución en un plato poco hondo y después de la evaporación se deseca á 95 grados, entonces ocurre una pérdida apreciable de cafeína. Las conclusiones de Tasilly de que la cafeína no se vuelve hidrosa aunque se desequé á 110 grados, fueron hasta cierto punto confirmadas.

#### EL ALOE Y LA FARMACOPEA DE LOS ESTADOS UNIDOS

M. I. Wilbert, de Filadelfia, al dar lectura á su informe hizo hincapié en la necesidad de tomar en consideración la historia de las substancias medicinales al formular una descripción oficial, y expuso á la vez datos muy interesantes sobre el aloe de los que sólo podemos dar un ligero sumario: Aloe en las primeras ediciones de la Farmacopea de los Estados Unidos. La introducción y empleo del aloe socotrina legítimo. Empleo de aloe purificado en preparaciones oficiales. El artículo sobre aloe en la 8a. revisión decenal de la Farmacopea de los Estados Unidos. Enumeración de varios de los más importantes defectos. Necesidad de una descripción oficial de la droga pulverizada. Error de restringir el aloe oficial á las variedades que contengan isobarbaloin. Error evidente de continuar con el empleo del aloe purificado en las preparaciones oficiales de esa droga. Indicaciones para una solución más racional de los problemas envueltos.

(Continuad)

EMPLEENSE BUENOS MATERIALES AL HACER ARTICULOS DE TOCADOR.— El farmacéutico que usa una clase inferior de glicerina, aceites adulterados, productos químicos impuros, y otros efectos baratos y ordinarios no puede producir tan buena agua para el tocador, ni polvos para la tez, ni lociones cosméticas como aquellos fabricantes que se aseguran de cada artículo que compran y rechazan los de inferior calidad.

#### Ensayos con el Linimento Alcanforado

Por E. FULLERTON COOK, P. D.

El trabajo de que aquí se da cuenta fué emprendido con el objeto de establecer, si fuese posible, un método satisfactorio de ensayo para averiguar el porcentaje de alcanfor que está presente en el aceite alcanforado, ó sea el *linimentum camphorae* oficial. Para este fin se prepararon primeramente soluciones de alcanfor de aceite de semilla de algodón de un conocido promedio de fuerza, aplicándose los varios métodos de ensayo para determinar su relativa exactitud.

Es un hecho conocido que el alcanfor puede volatilizarse de su solución en aceite con la aplicación de calor, habiéndose aplicado este proceso como método de ensayo con resultados regulares. Una cantidad pesada de aceite alcanforado (sobre 3 c.m.), se colocó en un plato alquitranado, expuesto al calor de un baño-maría (100 grados C.) durante media hora, pesado entonces, y vuelto á calentar durante dos horas y media, y pesado.

Durante la primera media hora se volatilizó cosa de una tercera parte del alcanfor; pero después de tres horas de calentarlo, pudieron apreciarse en cada caso muy conocidos porcentajes, habiéndose eliminado aparentemente todo menos sobre  $\frac{1}{4}$  por ciento de alcanfor.

No se hizo ninguna tentativa para averiguar si había ocurrido un cambio en el aceite durante el tiempo en que se calentó, puesto que si el tiempo y la temperatura durante el cual el aceite está expuesto al calor son siempre uniformes, cualquiera alteración que hubiese ocurrido afectando el peso, se supone que fuese razonablemente uniforme y no debe por consiguiente tomarse en cuenta.

El proceso seguido en detalle vendría á ser lo siguiente:

#### ENSAYO CON EL LINIMENTO DE ALCANFOR POR LA EVAPORACION

Viértase sobre 5 c.c. de linimento alcanforado en un plato de porcelana alquitranado ó de platino; determínese su peso con exactitud, luego expóngase al calor de un baño-maría; determínese su peso exactamente; luego sométase al calor de un baño-maría (sobre 100 grados C.) durante el espacio de tres horas. Enfríese y pésese. Para averiguar el porcentaje de alcanfor indicado por el ensayo, sustráigase este peso de la cantidad de linimento de alcanfor tomado originalmente, multiplíquese la diferencia por 100 y divídase el producto por el peso de la muestra tomada. A este porcentaje, aparentemente sobre  $\frac{1}{4}$  por ciento puede añadirse como factor correctivo, para representar el total de porcentaje de alcanfor presente en la muestra.

#### EXAMEN POLARISCOPICO

El segundo método con el cual se han hecho experiencias, estaba basado sobre la rotación óptica del alcanfor la fijan á + 44.22 gr. en una solución alcohólica al 20 por ciento, (ter y Hoffmann (*Die Aetherische Olce*)); varias examinadas rindieron una rotación

una solución alcohólica de + 43.52 grados; en una solución de alcohol metilo + 43.68 grados, y en una solución de cloroformo + 43.77 grados, lo cual corresponde aproximadamente á los datos suministrados por las autoridades citadas.

Cuando, sin embargo, se preparó una solución de alcanfor con aceite de semillas de algodón como solvente, y otra muestra con aceite de olivas (disolviendo 2 gm. de alcanfor en bastante aceite para hacer 20 c.c.), hallóse que la rotación específica era de + 50.63 grados en ambos casos, y en un número de experiencias subsecuentes en las que se emplearon soluciones de aceite de semillas de algodón de diferente porcentaje, advirtiéndose el mismo aumento proporcional en la rotación óptica que la observada cuando el alcohol era el solvente. Por supuesto, se probaron primeramente las varias muestras de aceite de semillas de algodón y de aceite de olivas, averiguándose en uno y otro caso que eran ópticamente inactivos antes de examinarse las soluciones. Por consiguiente, parece ser cierto que las soluciones oleoginosas de alcanfor (ó á lo menos aquellas, en las cuales el aceite de semillas de algodón ó el de olivas son los solventes) poseen una potencia rotatoria más fuerte que las soluciones alcohólicas de la misma fuerza. Este hecho fué observado regularmente, ora cuando las soluciones estaban preparadas con la ayuda del calor, ó simplemente sacudiendo el alcanfor con el aceite frío hasta quedar disuelto.

Cuando este caso se hubo determinado, el examen demostró que la lectura de la rotación óptica de soluciones de alcanfor en aceite de semillas de algodón de diferente fuerza, tenía un alcance proporcional con el conocido porcentaje de la solución, y de estos hechos se llegó á la conclusión de que podría calcularse un número definido de grados en la rotación óptica que representarían 1 por ciento de alcanfor tratándose de una solución oleoginosa, tomando ese guarismo como factor para ensayar cualquiera solución de fuerza desconocida.

#### CONCESION VARIABLE EN LA LECTURA

El *linimentum camphoræ* oficial debería contener 20 por ciento por peso de alcanfor. Con esta fórmula se preparó cuidadosamente una solución, evitándose en todo lo posible la volatilización del alcanfor, tomándose su rotación óptica con un instrumento graduado para azúcar, en un tubo de 200 mm., á una temperatura de unos 25 grados C. La lectura fué + 58.5 grados, correspondientes á una rotación específica de + 93.88 grados. Esto, como puede apreciarse, dará una rotación óptica de 1 por ciento de alcanfor en aceite de semillas de algodón si se toma con un instrumento graduado para azúcar de + 2.925 grados, ó una rotación específica de + 4.694 grados. Estas cifras fueron confrontadas por un número de ensayos con otras soluciones de diferente fuerza, rindiendo teóricamente resultados muy aproximados á la verdad. Las ligeras variaciones que acusan los siguientes ejemplos pueden explicarse por la diferencia entre la temperatura en el tubo en que se preparó la muestra, y cuando se leyó la rotación que fué una mañana fría. Pero estas pequeñas diferencias pueden esperarse, puesto que es imposible obtener siempre condiciones de temperatura para un ensayo que correspondan exactamente con las obtenidas en la preparación de la solución:

#### ENSAYO DEL LINIMENTO ALCANFORADO — CUADRO DE LOS RESULTADOS

|   | Número de la muestra. | Cantidad de aceite de semillas de algodón tomado—gm. | Cantidad de alcanfor tomado—gm. | Porcentaje de alcanfor por peso. | Pérdida de peso, calentándolo $\frac{1}{2}$ hora—Por ct. | Pérdida de peso, calentándolo 3 horas—Por ct. | Rotación óptica (instrumento graduado para azúcar), tubo 200 mm.—Grados. | Porcentaje de alcanfor indicado por rotación. | OBSERVACIONES.   |
|---|-----------------------|--|---------------------------------|----------------------------------|--|---|--|---|--|
| 1 | 40                    | 10   | 20.                             | ....                             | ....   | ....  | +58.5  | 20.0  | Preparado al baño-maria en un frasco con tapón esmerilado. |
| 2 | 40                    | 10   | 20.                             | 12.1                             | 19.2   | ....  | +57.5  | 19.7  | Preparado al baño-maria en un frasco con tapón esmerilado. |
| 3 | 40                    | 10   | 20.                             | ....                             | 15.9   | ....  | +45.3  | 15.5  | Preparado al baño-maria en un plato destapado.             |
| 4 | 40                    | 8  | 16.6                            | 7.08                             | 15.8   | ....  | +47.5  | 16.2  | Preparado al baño-maria en un frasco con tapón esmerilado. |
| 5 | 40                    | 12   | 23.1                            | ....                             | ....   | ....  | +66.5  | 22.7  | Preparado al baño-maria en un frasco con tapón esmerilado. |
| 6 | 40                    | 5  | 11.1                            | 6.2                              | 10.1   | ....  | +29.0  | 9.9   | Preparado al baño-maria en un frasco con tapón esmerilado. |
| 7 | 40                    | 5  | 11.1                            | ....                             | ....   | ....  | +29.0  | 9.9   | Preparado por solución fría agitando.                      |

#### PRUEBA DE SAPONIFICACION INUTIL.

Se tomó el valor de la saponificación del aceite en una muestra de linimento de alcanfor, con la idea de aplicar los resultados á un proceso de ensayo, pero no fueron lo suficientemente uniformes ó concluyentes para usarlos para aquel fin.

#### PERDIDA POR LA VOLATILIZACION

De los resultados observados con el primero de estos procesos, y como queda ilustrado en la muestra 3 en la carta, en lo cual sobre 3 por ciento de alcanfor se pierde en la preparación, se ve que el aceite alcanforado al que se ha añadido un porcentaje completo de alcanfor, puede ser de buenas á primeras deficiente en fuerza alcanfórica durante el proceso de la manufactura, si no se pone cuidado en evitar la volatilización. Es, por consiguiente, esencial que el frasco esté bien tapado y que se le aplique muy poco calor. Con efecto, hallóse que el porcentaje necesario de alcohol se disolvía fácilmente (á las pocas horas sacudiéndolo de cuando en cuando) en aceite de semillas de algodón, sin la ayuda de más calor, á una temperatura de cosa de 25 grados C. (77 grados F.). En vista de lo expuesto se recomienda que, ó bien no se emplee calor en la preparación — si no se necesita inmediatamente — ó que se caliente ligeramente el aceite, retirado del baño-maria, añadiendo después el polvo grueso de alcanfor al aceite caliente, sacudiendo el todo de cuando en cuando hasta formarse la solución. Este cambio de manipulación podría introducirse con aceite en el proceso oficial, porque disminuiría mucho la posibilidad de que el linimento alcanforado sea deficiente en alcanfor, como se halla ser á menudo comercialmente.

Los investigadores de Inglaterra han sugerido varios métodos de ensayo; el trabajo se efectúa con el linimento alcanforado, hecho según la Farmacopea Británica, en el cual el aceite de olivas es el solvente; también varían algún tanto las condiciones bajo las cuales estos ensayos se han llevado á cabo.

EFFECTO DEL PEROXIDO DE HIDROGENO EN LA DIGESTION.— Después de practicar varias experiencias con un perro, se ha hallado que la administración del peróxido de hidrógeno aumenta la cantidad de jugo gástrico secretado, y también en mayor escala la cantidad de ácido hidrocórico libre, aumentando como consecuencia secundaria, el poder digestivo del jugo gástrico.

## EN BUSCA DE RECETAS

Por JOSEPH F. HOSTELLEY

En una botica cuyo dueño sigue atentamente la marcha de los tiempos que atravesamos, se adoptó el siguiente lema: «Si no os traen recetas id á buscarlas.» Y para cumplimentar este fin se dió el primer paso en el departamento de recetas. Uno de los argumentos más eficaces para atraer recetas á un establecimiento, es disponer de toda clase de facilidades para llenarlas. Una oficina con escasas existencias, insuficientemente habilitada mecánicamente para ejecutar con prontitud labor tan responsable, se denuncia por sí misma, más pronto ó más tarde, y tan luego como los médicos ó el público conocen semejante estado de cosas se dirigen á otra parte — al hombre que se esfuerza en atraerlas.

Entre las facilidades para llenar recetas debe comprenderse labor excelente de parte de quien las pone para que haga buena impresión en el médico, y preparación rápida que satisfaga al parroquiano y al paciente. Y estos son efectivamente dos factores esenciales que traen recetas á la casa, y á veces de muy larga distancia.

Pero el farmacéutico á quien nos referimos, siguió más literalmente el significado del lema, y después de dar el primer paso como se ha dicho, en el departamento de recetas, dió un segundo que fué más notable, puesto que fué en presencia de los practicantes de medicina que cuentan con más clientela en esta ciudad; á la oficina de cada uno de ellos se presentó con un argumento preparado de antemano, despertando de esta manera su interés; sugirió modificaciones en la manera de redactar las recetas. El farmacéutico, práctico en la materia, empleó mucho tacto; trataba de conquistar no de ofender; entre las peculiaridades de esas entrevistas citaremos el hecho de que aludiendo al Dr. Blank, que acostumbraba á especificar los ingredientes de una píldora tonizadora, el farmacéutico le dijo que él mandaba hacer estas mismas píldoras en gran cantidad, revestidas de gelatina, por cuyo medio podía dispensarlas con más rapidez y á satisfacción del enfermo.

Un médico de la vecindad acostumbraba ordenar un pomo original de cierto específico. El farmacéutico compró esta preparación en cantidad para obtenerla á los precios más bajos, conseguido lo cual le dijo al médico si cuando especificaba un pomo original (de doce onzas de cabida) podía el farmacéutico llenar uno de sus frascos de la misma cabida, pues de esta manera podía suministrar la preparación más barato.

Refiriéndose al asunto de los jarabes medicinales, haciendo algunas observaciones acerca de la inestabilidad de la mayoría y su muy conocida tendencia á fermentar, hubo de enseñar el médico muestras de los usados más frecuentemente, tales como jarabes de ipecacuana, de sen y serpentaria, cerezo silvestre, en las cuales la glicerina como preservativo había reemplazado el jarabe en una cantidad de veinticinco por ciento. Las muestras que sometió contaban de uno á cinco años.

A cada uno de los médicos á quienes entrevistó hubo de manifestar que cuando se prescribía salicilato sódico para administración interna, no se proponía dispensar otra cosa que la verdadera sal del aceite natural de pírola ó *wintergreen*.

Había obtenido el mejor aceite de olivas que se vendía en el mercado, el cual si bien el precio era más

alto, poseía incuestionablemente más valor que las clases inferiores. De este aceite, filtrado con sumo cuidado, dejó una muestra á cada uno de los médicos con quienes tuvo las entrevistas.

Incidentalmente el farmacéutico enseñó una vista fotográfica del departamento de recetas y cuarto de labor de su botica que revelaba las facilidades que poseía para poner recetas, contando con un surtido excepcional de utensilios farmacéuticos para emprender la prescripción en extensa escala, y una librería de cuatro andenes llena de libros de texto — buenos argumentos para convencer á un médico de que el despacho de recetas era cuanto pudiera desear.

## PREPARADOS FARMACEUTICOS

Por A. C. ZEIG, PH. C. San Francisco (Cal.)

La preparación de medicamentos para curar á los enfermos y heridos se remonta á varios siglos antes de que la farmacia fuese reconocida como profesión. La evolución del arte de curar es la evolución de la farmacia misma á través de tantos siglos de lucha para obtener su independencia como profesión.

### PRIMERAS FARMACOPÉAS

Al adoptar siglos atrás las farmacopeas y fórmulas tipo, fué un gran paso para ayudar al farmacéutico de aquellos tiempos. Según datos históricos, fué en Palermo, reino de Nápoles (Italia), en que se adoptó la primera Farmacopea con carácter oficial, corriendo el año 1150, siendo este libro reconocido por mucho tiempo después en toda Europa como tipo. Todo farmacéutico estaba obligado bajo juramento á manufacturar los medicamentos de conformidad con esa farmacopea.

Pero la primera obra que respondía á las ideas modernas de una farmacopea, y que como la citada recibió la sanción legal de Europa, fué la de un tal Valerius Cordus, de Nuremberg (Alemania), publicada por los años de 1546. Todos los farmacéuticos recibieron instrucciones para preparar las medicinas de conformidad con las fórmulas del libro.

Gracias á una obra publicada en 1542 por el Hermano Bernardino de Laredo, del convento de Valverde, cerca de Sevilla, se ha podido formar una idea de la naturaleza de las preparaciones farmacéuticas más populares en aquella época. Las medicinas las describe como laxantes, píldoras, polvos, pastillas, narcóticos, jarabes, aceites, cocimientos, unturas, pomadas, emplastos, confecciones y conservas. Con los pocos aparatos primitivos de que se disponía entonces, es notable la lista de productos manufacturados que ya se conocían.

### EL RENOMBRADO MITRIDATO

La triaca de hoy es sólo un ejemplo de las formas de medicación empleada en la antigua Roma. 1-  
fección de opio, admitida en alguna de las 2-  
peas europeas, es simplemente un sustituto y  
complejo y anticientífico electuario, conoci 0  
triaca ó mitridato, inventado por Andrómaco, me 0  
jefe de Nerón, cuya posición requería manejar las 15  
con sumo cuidado y no poco genio. Este afam 0  
electuario ha llegado á nosotros á través de 18 ce 1-  
rias, y dícese que Andrómaco lo dió á conocer 0  
una mejora del famoso mitridato que n



aquel tiempo. Si bien la composición de los dos electuarios era casi la misma, la triaca contenía carne de avispa y otros ingredientes nuevos activos, principalmente aromáticos, constituyendo en todo 60 en número. Pero el ingrediente activo parece haber sido el opio, cosa de 1 por ciento; la popularidad que tenía en aquellos tiempos de la degeneración de Roma, era por suponerle un preventivo y antídoto del veneno. Por contener un número de drogas escogidas, era imposible prepararlo fuera de los grandes centros del comercio de Italia. Se fabricaba en Venecia, durante la semana de la gran feria anual, que constituía una reunión para negocios y recreo.

Durante la primera mitad del último siglo los farmacéuticos de este país manufacturaban todas las preparaciones galénicas, y compraban sus ácidos minerales, como también los ácidos orgánicos, tales como el tartárico, cítrico, oxálico y benzoico, y los fuertes productos químicos principales que se empleaban en aquel tiempo.

#### INTRODUCCION DE EXTRACTOS FLUIDOS

La inclusión de un número limitado de extractos fluidos en la farmacopea de 1850, señala el principio de un período notable en la historia de la manufactura farmacéutica en este país, por cuanto esta clase de preparaciones de origen americano han llegado á alcanzar mucha popularidad, aumentándose el número en las revisiones subsiguientes de la Farmacopea de los Estados Unidos, de modo que abraza 88 extractos fluidos oficiales en la revisión de 1890, á parte de los reconocidos como semi-oficiales en el Formulario Nacional. Como adición á éstos, se preparan en cada laboratorio farmacéutico sobre 300 extractos no oficiales que constituyen parte de las existencias que se tienen á mano. En los Estados Unidos se manufacturan anualmente grandes cantidades de extractos fluidos. Tomando, por ejemplo, la cáscara sagrada que crece en la costa del Pacífico, según datos fidedignos se embarcaron á diferentes partes del globo, sobre 1.500,000 libras de corteza de cáscara, cuya mayor parte iba destinada á los fabricantes que hacen extractos fluidos, á guisa de los de la Farmacopea de los Estados Unidos, los no amargos y los aromáticos.

Refiriéndonos á los alcaloides, puede decirse que la extracción de alcaloides estaba en su infancia á la mitad del siglo, pues aunque hacía varias décadas que la quinina se conocía en el mercado, su empleo era muy limitado con motivo del precio subido á que se vendía. Lo mismo acontecía con la morfina. El cloroformo, el éter, el algodón pólvora y el colodión se usaban ya antes de la Guerra Civil, al paso que subsiguientemente se hubo de emplear la glicerina como solvente por los farmacéuticos, y por su medio se adelantó en la medicación de la piel, de cuyas resultas se incluyeron los gliceritos oficiales en la farmacopea de 1870. Ya ahora se emplean en el laboratorio grandes cantidades de glicerina. Su utilización como anti-séptico, en la forma de pasta, es de fecha reciente, y encierra grande promesa para el porvenir.

#### INCIPIO DE UN PERIODO DE FABRICACION

La demanda de agentes medicinales durante la era de Separación, obró como estímulo é impulsó la fabricación farmacéutica, para atender á la cual se abrieron muchos laboratorios. Aumentando la

demanda de productos químicos, se inventaron nuevos métodos para la extracción y purificación de alcaloides; y con la manufactura de cloroformo, éter, éter nitroso, como también de extractos fluidos y sólidos, se introdujo el proceso frío que está en uso en la actualidad. Hubieron de explotarse sinnúmero de productos de la materia médica, inaugurándose una era en la manufactura farmacéutica que por su alcance, la cantidad y naturaleza de los productos manufacturados, los aparatos mecánicos y maquinaria empleada supera á todos los esfuerzos de las centurias pasadas en este importantísimo ramo.

La gran actividad desplegada en la manufactura de productos farmacéuticos quizás justificaba hasta cierto grado la alarma que tenía preocupados á varios farmacéuticos al detalle, quienes sostenían que con tales manufacturas se espigaba en el campo del detallista, privándole de una parte de sus entradas, ó del provecho que obtenía fabricando sus propias preparaciones en cuanto fuese posible. Si bien esta opinión lleva autoridad y está en armonía con la situación farmacéutica de 30 á 40 años atrás las condiciones del ramo han cambiado radicalmente. El aditamento á la materia médica de un vasto número de productos de origen vegetal, animal y mineral, y la falta de maquinaria y aparatos necesarios, hacen que la fabricación de preparados farmacéuticos constituya un problema fuera del alcance ó capacidad del laboratorio de todo farmacéutico. Se han realizado más adelantos en estos últimos años en el perfeccionamiento de maquinaria para ahorrar labor en los grandes laboratorios, que en todas las centurias precedentes.

(Continuará)

#### Preparación de Tintura de Estrofantó

Los periódicos farmacéuticos italianos han discutido largamente respecto á la manera más apropiada para preparar la tintura de estrofantó para evitar que se volviese turbia. Barbieri pretendía haber hallado un procedimiento que obviaba aquella dificultad, particularmente en mezclas acuosas, lo que no se conseguía con la fórmula oficial de la Farmacopea Italiana.

El método empleado era una modificación del oficial: Extraía las semillas reducidas á polvo con éter hasta que una gota de este líquido no producía una mancha grasienta puesta en un papel blanco; luego permitía que el polvo secase en el aire, agitando frecuentemente la masa hasta no despedir más olor de éter. En este estado maceraba el polvo con alcohol al 90 por ciento, tomando cinco veces su peso del menstruo. Después de cinco días decantaba el líquido, añadiendo la misma cantidad de alcohol fresco y macerando otra vez el residuo por espacio de cinco días. Sucesivamente procedía á la decantación y colación, exprimiendo el residuo, y uniendo en un vaso los extractos, filtrándolos después de dejarlos reposar por algún tiempo. Dícese que una tintura preparada de esta manera se mezcla con el agua sin enturbiarse.

Siendo semejante el proceso adoptado por la Farmacopea Italiana, y no obstante la tintura resultante quedaba turbia, Carlinfante (*Bollettino Chimico Farmaceutico*, 1904, No. 24) practicó una serie de experimentos con el fin de determinar el mejor método para hacer una tintura de estrofantó que se mezclase con el agua. Averiguó que la cantidad de grasa encerrada en las semillas variaba considerablemente (entre 27.2 y 40 por ciento). Preparó tinturas por el método oficial

al igual que con el procedimiento adoptado por Barbieri de las simientes que se les había extraído con anterioridad la grasa, bien con éter ó con éter de petróleo. La Farmacopea Italiana prescribe la maceración por ocho días con alcohol al 10 por ciento. En ambas tinturas se presentó la turbiedad al añadirles agua, y un oscurecimiento del líquido cuando las simientes se habían tratado con éter de petróleo.

León Schmitt, hace muchos años describió lo que él llamaba «el coeficiente del agua» de una tintura — á saber, la cantidad de agua que había de agregarse á 10 c.c. de una tintura para producir una turbiedad permanente en la misma. Carlinfanti cree que el hecho de que la tintura Barbieri mezclada con agua resultaba clara, debíase á que Barbieri empleaba un éter que contenía agua la cual disolvía algunas de las substancias que originaban la turbiedad; pero esto es una hipótesis que ha de probarse todavía. Carlinfanti, por su parte, recomienda eficazmente que se emplee el éter de petróleo, que esté exento enteramente de agua y alcohol, como medio para separar el aceite de las semillas de estrofantó, por cuanto que el éter de petróleo no elimina ni siquiera una huella de substancia activa de la droga.

### Linimentos Medicinales

**LINIMENTO PARA LAS GRIETAS DE LOS PECHOS.** — (a) Aceite de cade, 7 gramos; aceite de almendras, 6; glicerina, 6. Aplíquese con un pincel sobre el pezón dañado, después que haya mamado la criatura; si las grietas son muy pronunciadas ó extensas se aumentará la proporción de aceite de cade. — *Van Holsbeck*.

(b) Aceite de enebro, 2 gramos; aceite de almendras, 4; glicerina, 30. M. s. a.

Puede aumentarse la proporción de aceite de enebro, cuando las fisuras son anchas y muy profundas. Se pasa un pincel mojado en esta solución, por las partes hendidas ó ulceradas, de modo que se cubran completamente, y se repite esta operación siempre que el niño haya mamado.

(c) Aceite de ricino, 1 parte; subnitrato de bismuto, 1. Mézclense.

Para aplicar sobre la parte afecta, previamente lavada y desinfectada. Este linimento forma una capa protectora, á la vez que adherente, de consistencia blanda; calma rápidamente el dolor y la irritación refleja, y ofrece la ventaja de poder dejarse aplicado, gracias á su inocuidad absoluta, hasta que se desee dar á la criatura el pecho enfermo. — *Hirst*.

**LINIMENTO PARA LAS GRIETAS DEL PEZON.** — (a) Bálsamo del Perú, 3 gramos; yema de huevo, 12; borato sódico, 2; aceite de almendras, 15.

En unturas, lavando el pezón enseguida que haya mamado el niño. — *Harless*.

(b) Agua de rosas, 10 gramos; goma arábiga, 5. Disuélvase y añádase: aceite de almendras, 5 gramos; bálsamo del Perú, 1. — *Stoltz*.

**LINIMENTO PARA EL LUPUS.** — Ioduro potásico, 5 gramos; glicerina, 50; iodo, 0.10. Disuélvanse.

Embrocaciones con un pincel empapado en esta disolución en la región afectada.

Al interior aceite de hígado de bacalao. — *Billroth*.

**LINIMENTO PARA LA ORQUITIS.** — Láudano de Sydenham, 4 gramos; cloroformo, 4; aceite de manzanilla, 20; alcanfor, 2.

Fricciones mañana y noche.

**LINIMENTO PARA LA OTITIS.** — Extracto de belladona, 1 gramo; agua, 1; bálsamo tranquilo, 5. Dilúyase el extracto en el agua y mézclase con el aceite. Se introduce á gotas en el oído. — *Trousseau*.

**LINIMENTO PARA EL OZENA.** — Aceite de almendras, 30 gramos; extracto de Saturno, 4.

Empápense en esta mezcla pequeños cilindros de papel sin cola, é introdúzcanse tres al día en las narices para combatir el ozena. En el intervalo se sorberá muchas veces agua salada. — *Hedenus*.

**LINIMENTO PARA LA PARALISIS.** — Tintura de nuez vómica, 10 partes; bálsamo de Fioraventi, 10; Mézclense.

**LINIMENTO PARA LA PARALISIS INFANTIL.** — Esencia de romero, 2 partes; esencia de espliego, 2; esencia de limón, 1; alcohol, 12. Mézclense. — *Descroizilles*.

**LINIMENTO PARA LA PITIRIASIS.** — Alcohol, 45 gramos; aceite de ricino, 15; esencia de almendras amargas, 4 gotas; ácido fénico, 20. Mézclense.

Se emplea después de lavarse la cabeza. — *Duhring*.

**LINIMENTO PARA EL PRURIGO.** — Aceite de petróleo, 60 gramos; aceite de almendras, 60; láudano de Sydenham, 3.

Una fricción diaria á los enfermos atacados de prurigo: se les administrarán además los baños y purgantes repetidos. — *Bellencontre*.

### Envenenamiento con Aceite de Almendras Amargas

Heapy da cuenta de un envenenamiento grave con aceite de almendras amargas. Trátase de un muchacho de 9 años, fuerte y con buena salud, que fué á acostarse sin novedad alguna excepto un poco de dolor de muelas. Poco tiempo después se le halló vomitando y respirando de un modo desusado. No podía hablar, tenía los ojos muy abiertos y brillantes, los labios y dedos de un color violeta, las quijadas cerradas, con cierto espasmo en los miembros.

Cuando el que relata el caso lo vió había perdido el muchacho el conocimiento, respirando con dificultad, no respondía á la luz y el pulso era apenas perceptible en las muñecas. Al examinarlo se le notó un fuerte olor de ácido hidrocianico en la boca. La madre del enfermo dijo que al verlo con el dolor, había empapado un cachito de algodón en aceite de almendras amargas y aplicádolo á la muela. Acudióse al tratamiento de la respiración artificial, aplicación de amoníaco á la nariz y un emplasto de mostaza sobre el precordium, juntamente con las aplicaciones usuales sobre el cuerpo frío y una hipodérmica de estricnina. A la media hora mejoraba la respiración también el pulso. Continuóse el tratamiento al aparecer señales de que recobraba el conocimiento que ocurrió á las tres horas. En la noche siguiente el paciente se había restablecido completamente. No se le halló en el diente la mola de y probablemente se la había tragado al acostarse.

## NOTAS FARMACEUTICAS

## LOCION DE CALAMINA — LOTIO CALAMINAL

|                      |            |    |           |
|----------------------|------------|----|-----------|
| Calamina levigada .. | 40 granos  | .. | 2.59 gm.  |
| Oxido de zinc.....   | 20 granos  | .. | 1.29 gm.  |
| Glicerina.....       | 20 mínimas | .. | 1.25 c.c. |
| Agua (ó agua de ro-  |            |    |           |
| sas) c. s.....       | 1 onza fl. | .. | 28.4 c.c. |

Decántese la calamina y el óxido de zinc, tritúrandolos en un mortero sucesivamente con porciones del agua, decantándolos de la materia silica, y añádese después la glicerina.

## LOCION DE CAL SULFURATADA, SOLUCION DE VLEMINIK — LOTIO CALCIS SULPHURATÆ

|                         |            |            |    |          |
|-------------------------|------------|------------|----|----------|
| Cal apagada.....        | 3 oz.      | 132 granos | .. | 165 gm.  |
| Azufre sublimado....    | 5 oz.      |            | .. | 250 gm.  |
| Agua destilada, c. s... | 20 oz. fl. |            | .. | 1000 gm. |

Mézclese la cal apagada con el azufre y añádese la mezcla gradualmente á 33 onzas fluidas (1650 c.c.) de agua hirviendo. Luego hiérvase el todo agitando constantemente hasta que mida 20 onzas fluidas (1000 c.c.) de fuerza, permitiendo que la solución se ponga clara, dejándola reposar en un frasco bien tapado; luego se decanta el líquido llenando con él varios pomos que se guardan bien tapados.

## PASTA DE IODO Y ALMIDON — PASTA IODI ET AMYLI

|                              |       |      |        |
|------------------------------|-------|------|--------|
| Almidón en polvo.....        | 1 oz. | .... | 10 gm. |
| Glicerina.....               | 2 oz. | .... | 20 gm. |
| Agua.....                    | 6 oz. | .... | 60 gm. |
| Solución de iodo diluida.... | 1 oz. | .... | 10 gm. |

Hiérvase el almidón en la glicerina y agua, y cuando esté casi frío añádese la solución de iodo y mézclese bien.

## SOLUCION DE GLUSIDO, ELIXIR DE SACARINA — LIQUOR GLUSIDI

|                      |            |                 |           |
|----------------------|------------|-----------------|-----------|
| Elixir de sacarina.  |            |                 |           |
| Glusido .....        | 1 oz.      | 202.5 granos .. | 73 gm.    |
| Bicarbonato sódico.. |            | 292. granos ..  | 33 gm.    |
| Alcohol.....         | 5 oz. fl.  |                 | 250 c.c.  |
| Agua, c. s.....      | 20 oz. fl. |                 | 1000 c.c. |

Disuélvase el glusido y el bicarbonato de sodio en 13 onzas fluidas (650 c.c.) de agua, fíltrese la solución, añádese el alcohol al filtrado, y pásese bastante agua por el filtro, para hacer 20 onzas fluidas (1000 c.c.).

Cada dracma fluida representa 4 granos (0.26 gm.) de glusido.

## SOLUCION DE IODO DILUIDA—LIQUOR IODI DILUTUS

|                       |            |    |           |
|-----------------------|------------|----|-----------|
| Iodo.....             | 440 granos | .. | 50 gm.    |
| Ioduro de potasio...  | 600 granos | .. | 67.5 gm.  |
| Agua destilada, c. s. | 20 oz. fl. | .. | 1000 c.c. |

élvase.

## UCION DE GENJIBRE — LIQUOR ZINGIBERIS

|                                |            |    |            |
|--------------------------------|------------|----|------------|
| fuerte de genjibre (1 en 2)... | 10 oz. fl. | .. | 500 c.c.   |
| o purificado .....             | 6¾ onzas   | .. | 333.33 gm. |
| ar blanco.....                 | 6¾ onzas   | .. | 333.33 gm. |
| stilada, c. s .....            | 20 oz. fl. | .. | 1000 c.c.  |

rese la tintura de genjibre con el azúcar y el

talco purificado, añádese el agua destilada, sacúdense y fíltrese, devolviendo las primeras porciones del filtrado al filtro hasta obtener un líquido claro.

## SOLUCION ANTISEPTICA — LIQUOR ANTISEPTICUS

|                                       |              |    |          |
|---------------------------------------|--------------|----|----------|
| Timol.....                            | 9 granos     | .. | 0.5 gm.  |
| Eucaliptol .....                      | 9 granos     | .. | 0.5 gm.  |
| Aceite de menta piperita .....        | 20 mínimas   | .. | 1 c.c.   |
| Aceite de pirola.....                 | 20 mínimas   | .. | 1 c.c.   |
| Extracto fluido de índigo silvestre.. | 7½ drac. fl. | .. | 16 c.c.  |
| Acido benzoico natural.....           | 282 granos   | .. | 16 gm.   |
| Acido bórico.....                     | 282 granos   | .. | 16 gm.   |
| Talco.....                            | 180 granos   | .. | 10 gm.   |
| Alcohol (95 por ciento).....          | 15 onzas fl. | .. | 375 c.c. |
| Agua .....                            | 25 onzas fl. | .. | 625 c.c. |

Hace sobre 40 onzas fluidas (1000 c.c.).

Disuélvase el timol, el eucaliptol, aceites, extracto fluido y ácido benzoico en el alcohol. Disuélvase el ácido bórico en el agua con la ayuda del calor y añádese á la solución alcohólica. Luego añádese el talco, déjase reposar algunas horas, enfriese y fíltrese.

## SOLUCION BORACICA COMPUESTA—SOLUCION DOBELL LIQUOR BORACIS COMPOSITUS

|                     |            |          |              |
|---------------------|------------|----------|--------------|
| Borax.....          | 131 granos | ..       | 15 c.c.      |
| Bicarbonato sódico. | 131 granos | ..       | 15 c.c.      |
| Acido fénico .....  | 26 granos  | ..       | 3 gm.        |
| Glicerina .....     | 5 dr. fl.  | 36 mins. | .. 35 c.c.   |
| Agua, c. s.....     | 20 oz. fl. |          | .. 1000 c.c. |

Disuélvase las sales en cosa de 10 onzas fluidas (500 c.c.) de agua, y luego añádese la glicerina y el ácido fénico licuado previamente calentándolo, y finalmente bastante agua para hacer 20 onzas fluidas (1000 c.c.).

## SOLUCION DE CARMIN — LIQUOR CARMINI

|                       |                  |    |           |
|-----------------------|------------------|----|-----------|
| Carmín.....           | 1 onza 87 granos | .. | 60 gm.    |
| Solución de amoníaco. | 7 oz. fl.        | .. | 350 gm.   |
| Glicerina.....        | 7 oz. fl.        | .. | 350 gm.   |
| Agua, c. s.....       | 20 oz. fl.       | .. | 1000 c.c. |

Tritúrase el carmín en polvo fino en un mortero de Wedgewood, y añádese la solución de amoníaco, y después la glicerina, bajo una trituración constante. Pásese la mezcla á una cápsula de porcelana y caliéntese en un baño-maría, agitando constantemente, hasta que el líquido queda libre de olor amoniacal. Luego enfriese y añádese bastante agua para hacer 20 onzas fluidas (1000 c.c.).

## Jabón Natural

Nicaragua puede alabarse de poseer un lago cuyas aguas están tan impregnadas de bicarbonato de potasa y sosa, que cuando se restriegan en una cabellera grisienta se forma un jabón natural. No sólo se emplea esta agua como lavado para la cabeza, sino que poniendo un poco de grasa en las manos, puede prescindirse enteramente de jabón.

El agua diluida dícese poseer propiedades medicinales; con todo, los naturales no han hecho ningún esfuerzo para establecer un negocio. La exportación el año pasado fueron cuatro garrafones enviados á Guatemala.

### Esterilización del Catgut

Petit ha probado de macerar el catgut en aceite fenicado, hallándolo impracticable, porque el procedimiento toma un año para que la esterilización sea completa, y el producto queda resbaladizo al tacto. Sumergiéndolo en una solución de nitrato de plata hasta quedar ennegrecido el gut, y el método de esterilizarlo al calor seco de 150° C., endurecieron ambos el gut, siendo difícil atarlo. El acetono tampoco se halló que fuese mejor para el objeto que el alcohol absoluto, y fué rechazado por su olor desagradable. El método inglés de remojar primeramente el catgut en formaldehído y después en agua hirviendo por algún tiempo dependiendo del espesor del gut, es en opinión del autor un proceso demasiado complicado para tenerlo como inmejorable. El más práctico y seguro, como resultado de sus experimentos, es el método del alcohol absoluto. La esterilización se efectúa primeramente calentando gradualmente el gut á 130° C. por espacio de media hora. En este estado se halla ya bastante agotado de agua, y como consecuencia algo quebradizo; poco antes de usarlo se coloca en agua esterilizada, ó en cualquiera solución antiséptica de la que se empapa, y recobra su flexibilidad, elasticidad y fortaleza, pudiendo dependerse de él como sutura perfectamente estéril.

### Remedio para la Diabetes

El Dr. Silas G. Soules, escribe lo siguiente al *Boston Medical and Surgical Journal*: Después de investigar más de un año he hallado un específico para la diabetes melitus. Debería administrarse en dosis de 5 á 10 gr. inmediatamente después de cada comida, no debiéndose tomar en absoluto ninguna clase de alimento entre las comidas. El remedio es el ácido benzoico y sus compuestos. Convendrá administrarlo por algunas semanas, resumiendo gradualmente una dieta mezclada. No debería tomarse azúcar por espacio de algunos meses.

Aunque parezca temprano la presentación de mi informe, el único móvil que me ha guiado, es, que á haber aguardado hasta que el remedio tomase su puesto en la terapéutica, muchos miles de personas habrían sufrido á consecuencia de tan abominable enfermedad.

### NOTAS COMERCIALES

**HISTORIA DE LAS MEDICINAS DEL DR. SCHENCK.**—Hace 70 años que un joven nacido en la región arenosa de New Jersey, se dirigió á Filadelfia en busca de trabajo. Había aprendido el oficio de sastre, pero víctima de mala suerte, su salud era delicada y en la ciudad de los cuáqueros tuvo que acudir á varios médicos sin conseguir de las medicinas alivio para sus dolencias, y en tan precario estado regresó á su ciudad natal. Víctimas de insidiosa tisis el joven había visto morir á su padre y á sus hermanos y hermanas. Y esa era en efecto, según opinión facultativa, la afección que aquejaba á este joven, á quien consideraban incurable. Pero la Providencia le reservaba días más felices, porque una anciana mujer, que vivía en el campo, habiendo sabido del enfermo le trajo un día un frasco con medicina que ella misma había compuesto. Probar una cosa más para él, que había tomado tantas cosas fué fácil, pero el resultado fué diferente, pues empezó á sentir algún alivio, recobrando al mismo tiempo las fuerzas perdidas; la mejora adelantó gradualmente, y al cabo de un año de tomar aquella

medicina el enfermo había renunciado á la idea de que había de morir, puesto que había sanado.

Y siendo éste un caso tan excepcional, la noticia de la curación divulgóse por toda aquella región campestre, y con la salud el joven adquirió además la receta que lo había curado al morir la anciana mujer. Sucedió lo que era natural, que muchos afligidos de la insidiosa enfermedad sitiaron al joven en demanda del Jarabe para la Tos; él lo preparaba gratis para sus vecinos, circunstancia que aumentó su pobreza. Después pensó en cargar un precio nominal para cada pomo del jarabe; pero aun así, la demanda aumentó tanto, que con los aparatos que tenía para la preparación en el pueblo rural de Flemington, donde vivía, no podía abastecerla; además había añadido al remedio nuevos ingredientes dictados por su experiencia; había llegado el momento para tomar una decisión; sus vecinos le aconsejaban que aumentase el campo de sus operaciones, para que todo el país tuviese ocasión de probar las virtudes del Remedio para las Afecciones Pulmonares; decidió en su vista, volver á Filadelfia, donde antes había creído morir; allí se estableció, empezando desde luego la fabricación del JARABE PULMONAL DE SCHENCK; divulgóse la fama del remedio para las afecciones de la garganta y los pulmones, extendiéndose por todo el país. Los médicos empezaron á recetarlos, y con tal consumo, ni los aparatos para hacerlo, ni el edificio que servía de laboratorio tenían la capacidad para suplir la demanda. Mr. Schenck, que dirigía la fabricación, completó sus estudios de medicina, para hacer desde luego una especialidad de las enfermedades de la Garganta y Pulmones; dedicóse á la preparación de otros remedios simples para cooperar siempre con la acción del JARABE PULMONAL; tales eran, tónicos y laxantes. El ejercicio de la medicina le ofreció muchas facilidades para ensanchar el campo de sus conocimientos de las afecciones que atacan el sistema humano.

Después de larga experiencia y ensayos prácticos, el doctor Schenck produjo el TÓNICO DE ALGAS SCHENCK, que cual el remedio más antiguo, es un compuesto de naturaleza vegetal. Las algas marinas hace tiempo son conocidas por sus virtudes medicinales. En época ya tan atrás como el «Desembarco de los Peregrinos», esta hierba ya se utilizaba por aquellos que vivían á lo largo de la costa. Posee propiedades tónicas, es agradable y benéfica para la debilidad. En el Tónico del Dr. Schenck entran los mejores elementos de las salgas combinados con otros ingredientes vegetales, de lo cual resulta una medicina que entona el sistema en todos los casos de enfermedad. Es inofensiva al tiempo que potente.

Otros de los remedios conocidos son las

#### PILDORAS DE MANDRAGORA

compuestas de los principios activos del podofilo, y las descubrió el Dr. Schenck. Estas tres medicinas hace ahora 70 años que se conocen en el mercado, y no se han disputado sus virtudes. Se completan en su acción terapéutica. Las tres las utilizan los médicos en el ejercicio de su profesión. Son, en efecto, remedios de la Naturaleza, sin un solo ingrediente nocivo en ellos. La demanda del público para estos remedios aumenta constantemente. El antiguo edificio donde el Dr. Schenck hacía sus preparados ha sido reemplazado por una fábrica de seis pisos, situada en Sixth and Arch Streets, Filadelfia, donde el Dr. Schenck tiene instalados los aparatos más modernos para hacer medicinas.

Para terminar diremos que el primer doctor Schenck habiendo vivido cuarenta años, después de haberse dicho que muriéndose de tisis. Ha tomado á su cargo el negocio el Dr. J. H. SCHENCK, educado en los mejores colegios de los Estados Unidos, y se graduó en el afamado Colegio Jefferson, de Filadelfia. Educado en la experiencia de su padre en la preparación de sus tan conocidos remedios es su personalidad una garantía de la excelencia de los mismos.

# AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK y CHICAGO: 9 DE OCTUBRE DE 1905

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma

## AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

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## LA ASOCIACION FARMACEUTICA AMERICANA

**C**ONTINUAMOS el extracto de las labores de la Asociación que empezamos á publicar en el número anterior.

### ANALISIS DE LAS EMULSIONES

Según el informe presentado por L. F. Kebler y Geo. W. Hoover, de Washington (D. C.), de un examen llevado á efecto de cuanto se ha escrito sobre análisis de emulsiones, resulta ser relativamente muy poco lo que se conoce sobre este asunto, limitándose más bien el conocimiento á la determinación de la parte grasosa de estas preparaciones. Si bien se considera que el aceite de hígado de bacalao y otros cuerpos grasos son los constituyentes esenciales de las preparaciones, no puede negarse que hay numerosos agentes medicinales que ejercen un efecto saludable, al paso que también puede haberlos nocivos. Al determinar el valor terapéutico de una emulsión deben tomarse en consideración estos agentes, pues podría suceder que el agente emulsionador no ejerciese la función de nutritivo.

Al estudiar los métodos analíticos aplicables á emulsiones, se prepararon en el Laboratorio 14 emulsiones de composición conocida, y compráronse además en el mercado 11 preparaciones de componentes desconocidos. Entonces se analizaron todas estas emulsiones de la manera tan completa como fué practicable, y los datos obtenidos se ideó un proyecto de análisis que incluía la identificación y determinación, más ó menos completas de substancias inorgánicas, materia grasa, cuerpos grasos, alcohol, benzoatos, salicilato, sacarina, azúcar, enzimas y agentes emulsionadores. Se describieron los métodos empleados, y los

datos analíticos obtenidos por su medio se dieron en forma tabular. Por vía de comparación también se dieron los conocidos promedios de las composiciones de las emulsiones preparadas en el Laboratorio de Drogas.

### MODIFICACION PROPUESTA DE LA PRUEBA DE KELMER PARA EL FORMALDEHIDO

A. B. Lyons, de Detroit, presentó un informe sobre este asunto. La prueba de Kelmer es aplicable solamente á la leche ó á una mezcla de la solución con leche de que se sospecha. La leche contiene albuminoides de cuya presencia depende la reacción del color. En la modificación de la prueba propuesta por Lyon, se reemplaza la leche por la peptona de carne. Juzgóse esencial que hubiese una proporción correcta en los varios reactivos relacionados con la prueba. Al emplear un reactivo, simplemente para labor rutinaria, se recomienda una mezcla de un volumen de la tintura oficial de cloruro férrico en veinte ó veinte y cinco volúmenes de ácido sulfúrico fuerte. El procedimiento adoptado se describe á continuación: Póngase en un tubo de prueba 2 c.c. de la solución que ha de ensayarse (destílese si fuese necesario). Añádese 20 mm. de peptona de carne; sacúdase el tubo y añádese con una pipeta 2 c.c. del reactivo, permitiendo que se escurra hacia abajo por el lado del tubo inclinado, para que así quede una capa distinta en el fondo. Hágase un ensayo por duplicado, permitiendo que un tubo esté en reposo para el desarrollo de la zona de color. Mézclese el contenido del otro tubo agitándolo al efecto, y obsérvese el cambio de color. Límite de la prueba 1:4,000,000 formaldehido.

### METODO EXPEDITO PARA LA DETERMINACION DEL TRIOXIDO DE ARSENICO

Charles E. Caspari y Leo. Suppan, de St. Louis, dieron cuenta de un informe valioso sobre este asunto. Los métodos iodométricos empleados en la actualidad para la determinación del trióxido de arsénico, envuelven pérdida de tiempo si el trióxido se disuelve á una temperatura ordinaria en bicarbonato de sosa, ó si se comete un error debido á la acción del iodo ó carbonato de sosa, el cual se forma del bicarbonato si se lleva á cabo la solución á temperaturas más altas. El método descrito por sus autores tiene por objeto salvar estas dificultades, permitiendo efectuar la determinación del trióxido de arsénico en diez minutos, con un error máximo de 0.2 por ciento.

### ANALISIS DE LA PLANTA MEXICANA TECOMA MOLLIS H. B. K.

El material de plantas empleado en este análisis fué sometido al departamento de Agricultura de Washington, acompañado del informe de que los habitantes de ciertas regiones de México lo empleaban hasta cierto punto para el tratamiento de enfermedades, y en la creencia de que un examen revelaría la presencia



de constituyentes medicinales valiosos, que justificasen dar pasos para el cultivo y propagación de esta planta en los Estados del Sur, L. F. Kebler y A. Seidell del negociado de química prepararon una memoria de que se dió cuenta.

El nombre vulgar de esta planta, si es que lo tiene en la localidad en que crece, no ha podido aun conseguirse. Habiéndose sometido al Museo Nacional un espécimen consistente en flores, fruta, tallos y hojas, se reconoció con el nombre de *Tecoma Mollis*, H. B. K., familia Bignoniácea. También se anunció que esta planta era indígena de Colombia, Perú y Chile, y conocida en aquellos países por los nombres siguientes: *Tecoma sorbifolia*, H. B. K.; *Tecoma stans* y *velutina*, D. C.; *Stenolobium molle* y *Bignonia tecomoides*, D. C.

Después de un estudio detenido de la literatura relacionada con plantas medicinales, nada se halló respecto á haberse hecho ninguna investigación de esta planta bajo los nombres expuestos arriba, aunque fuera posible que se hubiesen hecho observaciones sobre la misma, bajo algún nombre local. Para este análisis, empleáronse sólo hojas. Se efectuaron análisis completos por los métodos de Dragendorff y de Parsons, habiendo mostrado los resultados que la *Tecoma mollis* no contenía alcaloide ni ningún otro constituyente de naturaleza medicinal bien definido. Aprecióse un principio amargo soluble en alcohol diluido, al que probablemente se debían las virtudes medicinales que la planta posee.

#### PIGMENTOS DE PLANTAS

La monografía que sobre este asunto han escrito los señores J. W. Brandel y Edward Kremers, de Madison (Wisconsin) representaba varios años de trabajo, que arrancan del descubrimiento de la timoquinona, hidrotimoquinona y timoquinhidrona en aceite de *Monarda fistulosis*. El preámbulo que precede á la monografía es una revista histórica de las varias hipótesis concernientes á los pigmentos de plantas, casi todas las cuales estaban basadas prácticamente en muy poca ó ninguna evidencia experimental, careciendo también de una base química exacta. La primera parte de este estudio está dedicada á la clasificación química de todos los pigmentos de plantas de estructura conocida con relación á sus hidrocarburos, y la clasificación de éstos principalmente, según su grado de saturación se habían revelado muy notables analogías, exponiéndose generalizaciones respecto al color y constitución del mismo. La segunda parte estaba dedicada á la clasificación botánica de pigmentos de plantas, revelando la extensión del trabajo efectuado en este sentido, y también analogías, que podrán servir de guía al futuro investigador. Asimismo, hechos conocidos desde mucho tiempo que estaban aguardando una interpretación racional quedaron definidos, estudiados desde el punto de vista de la hipótesis quinhidrona. De esta interesante y larga monografía sólo pudo incluirse un extracto en las actas de las sesiones de la Asociación.

LINIMENTO PARA LAS ULCERAS. — Glicerina, 30 gramos; extracto de sanguinaria del Canadá, 0.50.

Mójese una planchuela de hilas y se aplica sobre la úlcera cuya cicatrización se quiere apresurar. Esta mezcla pasa por haber prestado servicio en los casos de podredumbre de hospital. — *Vander Espt.*

#### Breve Relación Histórica de Remedios Sintéticos y de su Fabricación (\*)

Por WM. JAY SCHIEFFELIN, Ldo. en F., New York

En época ya tan remota como el año de 1541, Paracelsus anunció que el éter poseía propiedades para provocar el sueño; con todo, transcurrieron 300 años antes de que su empleo como anestésico en operaciones quirúrgicas fuese sugerido por los americanos Jackson y Morton.

El cloroformo fué descubierto en 1831 por Samuel Guthrie en los Estados Unidos, y próximamente en aquella fecha por Souberain en Francia, y Liebig en Alemania. Poco tiempo después de emplearse el éter como anestésico se empleó el cloroformo.

Liebig fabricó el clorol hidratado en 1831; en 1869 Liebreich dió á conocer su valiosa potencia hipnótica.

El iodoformo se preparó primeramente por Serullas en 1832, y si bien en 1836 ya se conocían sus propiedades terapéuticas, sólo fué en 1880 cuando empezó á extenderse su aplicación como apósito para heridas.

Kæmig dió á conocer en 1882 la cairina (hidro etiloxiquinolína), primer sustituto sintético de la quina. Si bien fué pronto reemplazada por la antipirina y fenacitina, su introducción al público es de interés histórico por señalar la entrada de la época de los sintéticos modernos.

Desde que Graebe y Liebermann lograron fabricar la alizarina artificial en 1868, la manufactura de tintes de anilina había tomado enormes proporciones, dedicándose un gran número de químicos en obtener varios derivados de los productos de la destilación del coaltar. Al introducirse en el mercado la cairina, estos mismos químicos prestaron su atención á productos farmacéuticos, haciendo ensayar fisiológicamente cada uno de los nuevos derivados, y como consecuencia de la actividad desplegada en esta dirección, bien pronto se impusieron á la facultad médica centenares de nuevos remedios, antipiréticos y analgésicos, antireumáticos y diuréticos, anestésicos é hipnóticos, midriáticos y tónicos, alterantes y sedativos, desinfectantes y parasitocidas, astringentes y contra-irritantes. En el espacio de veinte años han aparecido probablemente 2,000, de los cuales quizás 1 por ciento, se admitirán como adiciones permanentes ó estables en la materia médica. Hasta que un remedio no se haya consumido extensamente por diez años, puede considerarse que se halla todavía en su estado experimental.

La química orgánica adelantó más en Alemania que en Francia, Inglaterra ó los Estados Unidos; de aquí que casi todos los remedios sintéticos vinieran de los laboratorios de Alemania. La aparición de incontables mixturas teniendo como principal ingrediente la acetanilida expuso al supremo ridículo los métodos sintéticos americanos, habiéndose proclamado aquellas mixturas por sus autores como nuevos compuestos químicos y grandes descubrimientos americanos. Casi todos esos sintéticos imitados han desaparecido para nosotros un reproche que haya todavía uno que sobreviva, pues no puede negarse que presente un producto con pretensiones falsas atrae el descrédito.

Los legítimos remedios sintéticos que representan las varias clases de compuestos de carbón, ex-

(\*) Extracto de una memoria presentada al Congreso Lewis and Clark, celebrado en Portland (Oregon), el 14 de 1905.

su manufactura los procesos y métodos del laboratorio orgánico, y que pueden sumariarse como sigue:

*Químicamente*: Eterificación, saponificación, condensación, halogenación, nitración, diazotación, sulfonación, oxidación y reducción.

*Físicamente*: Solución, decolorización, filtración, cristalización, destilación, sublimación, extracción, evaporación, agitación, desecación, fusión y calentamiento bajo presión.

Los aparatos para llevar á cabo estas operaciones en extensa escala exigen de parte de los proyectores suma habilidad, y buen capital para construirlos. Los materiales que se emplean en los vasos para pruebas de ácidos son vidrio, porcelana, loza, hierro esmaltado, plomo químico, bronce, aleación blanca y madera asfaltada ó alquitranada.

Los auxiliares mecánicos comprenden bombas, compresores, pulverizadores, conductores, separadores centrífugos, sopladores, aventadores, inyectores, batidores, alambiques de vacío, secadoras, autoclaves y baños de temperatura constante.

Las bombas rotatorias empleadas para recoger arenillas, tienen sorprendente fuerza y capacidad, y con su ayuda pueden traspasarse precipitados fuertes con tanta facilidad como si fueran fluidos.

Los autoclaves con cabida de 500 litros, forrados de materiales á prueba de ácidos, con envoltentes de alta temperatura, permiten revolver y agitar bien el contenido bajo una presión de 60 atmósferas.

La relación del autor da aquí las reacciones para la formación de los sintéticos admitidos en la nueva farmacopea de los Estados Unidos: acetanilida, antipirina, bromoformo, cloralformamido, hexametileno-tramina, azul metileno, fenacetina, sacarina, sulfonal, trional, uretano y vanillina.

En el final de la memoria se predice que en el futuro se producirán otros poderosos y útiles remedios sintéticos, y si el químico no llega á crear nuevas sustancias para sustituir la morfina, quinina y cocaína, probablemente hará estos alcaloides sintéticamente, y también productos animales como la adrenalina.

LISTA DE SINTETICOS PARA LOS CUALES HAY UNA DEMANDA DE A LO MENOS 1,000 ONZAS AL AÑO, CON SINONIMOS QUIMICOS. SU EMPLEO EN LA MEDICINA ESTA INDICADO COMO SIGUE:

|                    |                    |
|--------------------|--------------------|
| I. ALTERANTE       | X. DESINFECTANTE   |
| II. ANESTESICO     | XI. HIPNOTICO      |
| III. ANALGESICO    | XII. MIDRIATICO    |
| IV. ANTIPIRETICO   | XIII. AMORTIGUANTE |
| V. ANTIREUMATICO   | XIV. PARASITICIDA  |
| VI. ANTISEPTICO    | XV. SEDANTE        |
| VII. ASTRINGENTE   | XVI. TONICO        |
| VIII. CICATRIZANTE | XVII. LAXANTE      |
| IX. DIURETICO      |                    |

Acetanilida, Fenil-acetamido. IV.  
tol, Eter dietílico etilideno. XI.  
lo Sulfanílico, Acido sulfónico para-amidobenzol. III.  
tin, Salicil alfa metil fenil hidrazono. V.  
mnol, Beta naftol disulfonato de aluminio. VII.  
ipirina, Dimetil fenil pirazonol. IV.  
itermina, Acido fenil-hidrazino-lavulínico. IV.  
itussin, Di fluor di fenil. XV.  
lisina, Acido cítrico monofenitidina. IV.  
gentamina, Fosfato argéntico etileno diamina. VI.  
stol, Ioduro ditimol. VI.  
stocina, Eter de quinina carbónico neutro. IV.

Asaprol, Betanaftol alfa monosulfonato de calcio. V.  
Aseptol, Acido orto-fenol sulfónico. VI.  
Aspirin, Acido salicílico acetilo. V.  
Atoxil, Anilida de meta ácido arsénico. IV.  
Alfa Eucaina, Eter benzoil-metil tetra-metil oxipiperidino-metil carbónico. II.  
Benzo Naftol, B. benzoil naftol. VI.  
Beta Eucaina, Clorhidrato de alfa eucaina. II.  
Beta Naftol. VI.  
Benzosol, Benzoato de Guayacol. VI.  
Betol, Eter naftil salicílico. V.  
Bismutosa, Albuminato de bismuto. VI.  
Bromoformo, Tribrometano. XV.  
Bromalina, Hexametileno-tetramina bromo etilato. XV.  
Butil, Hidrato cloral. XI.  
Carbonato de Guayacol, Eter de guayacol ácido carbónico. V.  
Cloral Hidrato. XI.  
Cloralamida, Cloral formamido. XI.  
Cloroformo, Triclorometano. II.  
Citarina, Anhidro metileno citrato de sodio. V.  
Citrofenol, Condensación de 3 para-fenitidina y ácido cítrico. IV.  
Cloruro de etilo, Etano monoclorado. II.  
Dermatol, Subgalato de bismuto. VI.  
Dionin, Hidraclorato de morfina mono-etilo. XV.  
Diuretina, Salicilato de sosa y teobromina. IX.  
Eosota, Valerianato de creosota. X.  
Epizarin, Acido B. oxi-naftil orto-oxi-metanolílico. XIV.  
Eter, Oxido de etilo. II.  
Eucaina, Vea alfa eucaina.  
Eudoxina, Bismuto nosofeno. VI.  
Euforina, Fenil uretano. IV.  
Eufalmiaa, Hidroclorato de metilovinil diacetona, alcamina fenilglicol lil. XII.  
Eugalol, Pirogalol monoacetato. XIV.  
Euquinina, Etil carbónico éter de quinina. IV.  
Eurofeno, Ioduro cresol isobutil. VIII.  
Exalgina, Metil acetanilida. III.  
Fenacetina, Paraacetilfenetidina. IV.  
Fenocola, Hidrocloruro amido-aceto para fenetidina. IV.  
Formaldehido, Aldehido fórmico. VI.  
Geosota, Valerianato de guayacol. V.  
Hedonal, Uretano metilo propil-carbinol. XI.  
Helmitol, Citrato hexametileno tetramina anhidro metileno. IX.  
Heroína, Eter diacetílico de morfina. XV.  
Holocaina, Paradietoxi etenil difenil amidina hidroc. oruro. II.  
Hipnal, Monocloral antipirina. XI.  
Hipnona, Acetofenona. XI.  
Iatrol, Oxi-iodo-metil anilido. VI.  
Iodoformo, Melano triiodado. VI.  
Iodol, Tetraiodopirrol. VI.  
Lactofenina, Láctil fenitidina. IV.  
Losofano, Meta cresol triiodado. XIV.  
Licetol, Tartrato de dimetilpiperazina. IX.  
Lisidina, Metil glioxalidina. IX.  
Mesotano, Metil oxi metil éter de ácido salicílico. V.  
Neurodina, Acetilpara-oxifeniluretano. IV.  
Nitrito de etilo. III.  
Nosofeno, Tetraiodofenoltaleína. VI.  
Orfol, Beta naftol bismuto básico. VI.  
Ortoformo, Eter-parametilamido-oxibenzoico. II.  
Piocanino Amarillo, Imido-tetra-metilo-dipara-amido difenil metano. VI.  
Piocanino Azul, Hidrocloruro de penta y hexa-metil para-rosanilina. VI.  
Piperazina, Dietileno diamina. IX.  
Piperonal, Eter metileno de aldehido de protocatecnico. VI.

Piramidon, Dimetilamido fenil dimetilpirazon. IV.  
 Protargol, Proteína de plata. VI.  
 Purgatina, Eter diacetil de antrapurpurina. XVII.  
 Quinosol, Oxi quinolin sulfonato de potasa. VII.  
 Quinotropina, Quinato de urotropina. IX.  
 Resorcina, Meta dioxo bencina. VI.  
 Sacarina, Benzoil sulfonimido.  
 Salacetol, Salicil-acetol. VI.  
 Salipirina, Salicilato de antipirina. VI.  
 Salol, Salicilato fenítico. V.  
 Salofeno, Salicilato acetil-para-amido-fenil. V.  
 Saloquinina, Eter salicílico de quinina. IV.  
 Sidonal, Quinato de piperazina. IX.  
 Sidonal, nuevo, Anhidrido de ácido quínico. IX.  
 Sulfonal, Dietilsulfondimetilmetano. XV.  
 Tanalbina, Albuminato de tanino. VII.  
 Tanígeno, Acetil tanino. VII.  
 Tanoformo, Metileno ditano. VI.  
 Tanopina, Hexametileno tetramina tanino. VII.  
 Teocina, Dimetil xantina. IX.  
 Tiocol, Sulfo-guayacolato de potasa. VI.  
 Tioformo, Salicilato básico de bismuto. VI.  
 Trional, Dietilsulfonometilmetano. XI.  
 Trifenina, Propionil fenetidina. IV.  
 Uretano, Carbonato etílico. XI.  
 Urotropina, Hexametileno tetramina. IX.  
 Valil, Dietilamido de ácido valerianico. XV.  
 Vanillina, Aldehído metílico proto-catecuico.  
 Veronal, Dietilmalonilurea. XI.

### Supositorios con Capa de Parafina

Los supositorios de manteca de cacao conteniendo substancias higroscópicas pueden revestirse de parafina para resguardarlos. El método usual de darles la capa es insertar los supositorios en agujas y luego inmergirlos rápidamente en la parafina derretida, poniéndolos á un lado hasta que la capa ha endurecido. Por supuesto, para este objeto convendrá emplear una parafina que tenga el punto de fusión aproximado al del cacao. Se ha hecho oposición al empleo de parafina, como agente protector, porque el enfermo se olvida á menudo de quitar la capa antes de insertar el supositorio, y entonces no se derrite ó es absorbido como se tenía en vista. Sería conveniente que en la caja que contiene los supositorios se acompañasen instrucciones acerca de la manera de quitar la película de aquellos. El profesor Iconille, dice: que generalmente se prefiere dispensar supositorios que necesitan ser resguardados del aire, enviándolos en botellas con tapón esmerilado, ó en tubos de vidrio, conteniendo uno ó dos supositorios.

### Modo de Vender

El dependiente astuto nunca asusta al parroquiano dándole á conocer desde luego el precio del artículo que ha pedido. Con frecuencia se puede vender al comprador algo por un veinte y cinco por ciento más de lo que estaba dispuesto á pagar, tratando de convencerle acerca de la calidad del artículo y dejando el precio para lo último. Al parroquiano se le enseña desde luego el artículo barato, si lo ha pedido, y sucesivamente el de mejor calidad para que se cerciore de la diferencia, y después se le cotizan los precios. Con tacto, el parroquiano se deja convencer.

### Economía en Utensilios

Los bosquejos que aquí figuran ilustran varios mecanismos útiles ideados por un hombre ingenioso.

La figura 1 muestra la manera de guardar con economía de espacio embudos grandes. Están cogidos por una percha debajo del andén superior y se apoyan en zoquetes de madera de una forma para sostenerlos, y

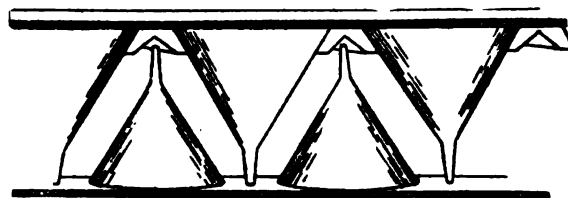


Fig. 1.

clavados por debajo del andén; cada uno de estos zoquetes lleva una muesca en donde entra el pitón de los embudos que descansan sobre el estante inferior.

La figura 2 enseña la manera de colocar tubos de cristal que contienen remedios, y también las fórmulas de uso frecuente para que estén á mano y salvas al mismo tiempo. En un zoquete de madera de unas 2½ pulgadas de grueso se horadan sistemáticamente un buen número de agujeros de ¾ de pulgada, distantes uno de otro una pulgada, y sobre dos de profundidad. Cójanse varios zoquetes del mismo espesor y dimen-

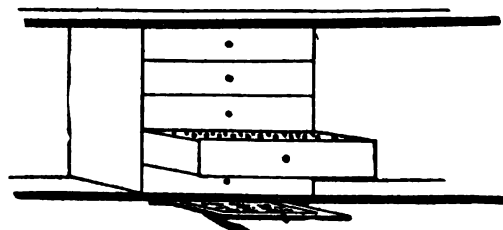


Fig. 2.

siones y procédase á perforarlos como el primero, sólo que en varios de los bloques los agujeros deberían ser más pequeños que de ¾ de pulgada. Los tubos quedan derechos en estos orificios, saliendo la cabeza nada más que lo suficiente para cogerlos con los dedos. Entre los agujeros se pegan tiras de papel largas para poder asentar el contenido de cada tubo por escrito. Los bloques metidos en artesas se colocan uno por encima del otro, llevando aquéllas su correspondiente asidor.

En la figura 2 se sugiere que las fórmulas que á menudo se usan en las mesas de labor se tengan á mano de la manera descrita. Las fórmulas escritas sobre papel se pegan á una hoja de vidrio, con el escrito en contacto. El vidrio se apoya en toquinos por debajo de un andén inferior de modo que pueda meterse y sacarse resbalando. Cuando se copia la fórmula se saca el vidrio parcial ó totalmente. El resto de las fórmulas debería barnizarse para resguardar de la humedad, etc. Los cantos del vidrio que se pondrán ásperos.

La figura 3 representa un bastidor para y conveniente. Los receptáculos del filtrado se apoyan en un andén de debajo. No pueden entrar en los filtros polvo ni insectos, pues cada uno lleva tapacristal. El bastidor puede arreglarse de un modo poco fondo, ó bien aserrando una caja en dos mitades por su largo. Haciendo un agujero.

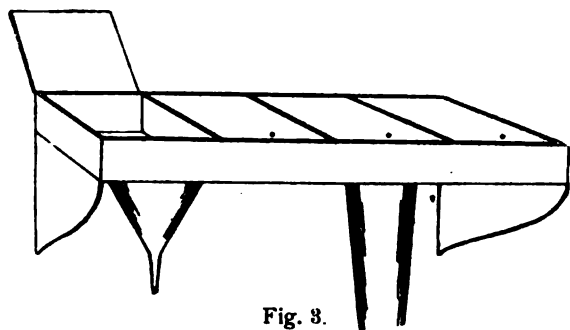


Fig. 3.

cada tapadera podría recibir el gollete de una botella de alimentación.

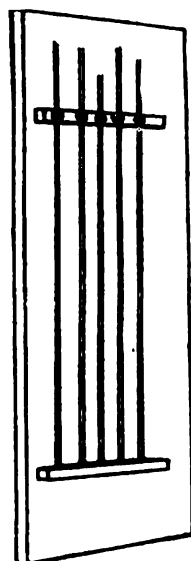


Fig. 4.

El diagrama figura 4 enseña la manera económica de guardar convenientemente tubos de vidrio largos en la parte interior de la puerta de un armario. En el zóquete inferior de madera en que se apoyan los tubos, se han perforado pequeños agujeros para recibir las cabezas de aquéllos. En la cara del zóquete superior se han abierto agujeros de  $\frac{1}{8}$  de pulgada, á igual distancia entre sí que los orificios del zóquete inferior. Luego se abren unas ranuras verticalmente en la cara del zóquete superior y por el centro de los agujeros. Un tapón puesto en cada uno de los agujeros mantendrá en su sitio el tubo respectivo; para sacar éste se saca el primero.

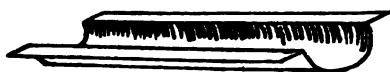


Fig. 5.

La figura 5 ilustra claramente un mecanismo sencillo para guardar una varilla de agitar de vidrio debajo de un andén conveniente. La cavidad se forma de una pieza de cinc, como se ilustra, y se sujeta diagonalmente con tachuelas por debajo del estante. De este modo se tienen á mano las varillas sin que las ataque el polvo.

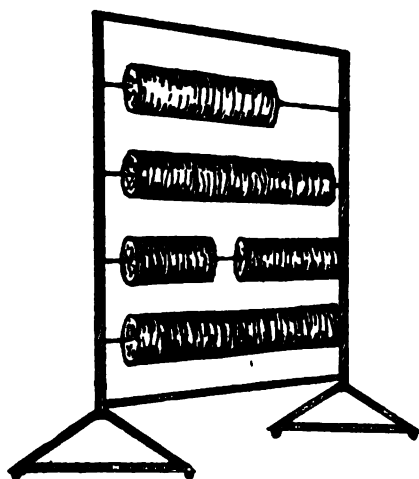


Fig. 6.

La figura 6 ilustra una percha para recetas. Ya en uso en Filadelfia. Debería medir aquélla sobre tres pies de alto, y poder contener varias colecciones

de recetas de algunos años. La extremidad de cada alambre en la parte inferior de la colección se dobla alrededor de un ojete de hierro atornillado en el larguero de la percha. El otro cabo del alambre en la parte superior de la colección se dobla formando un ángulo corto para solicitar un ojete de la armazón opuesta á la del primer ojete, y las colecciones de esta manera quedan suspendidas horizontalmente. La extremidad del alambre de arriba la colección puede fácilmente soltarse cuando han de registrarse nuevas recetas. Cuando se ha de volver á poner una receta, ésta se sujeta en un bloque de madera con resorte. La percha está montada sobre roldanas. — *Western Druggist*.

### El Olor de la Antigua Botica

Firmada «Apothecary,» nos escriben una carta desde Massachusetts, que no deja de ser interesante, particularmente para las personas de cierta edad que en sus juveniles años frecuentarían seguramente la botica aspirando el olor peculiar que compenetraba todo el recinto, y que aun hoy día, después de tantas evoluciones como ha sufrido el ramo de farmacia, afecta los sentidos tan luego de pisar uno de estos establecimientos. Es indudable que muchos jóvenes eran como hinoptizados por el olor y se volvían farmacéuticos. Recordamos haber leído una narración, hace años, acerca de un viajante, que había antes trabajado algún tiempo en una botica, y quien al regresar de uno de sus viajes presentóse muy temprano por la mañana á su antiguo establecimiento, y al abrirlo el dependiente le pidió permiso para respirar una vez más el ambiente que le había embriagado los sentidos.

Pero volvamos á la carta que hemos mencionado arriba y que á la letra dice: «En otros tiempos las boticas emitían constantemente un perfume agradable, suave, que atraía á la gente; pero las farmacias modernas carecen de esa atmósfera, los olores son diferentes. ¿Cómo podría el que suscribe resucitar aquel antiguo olor ó perfume que era un misterio para el lego y que todo el mundo deseaba aspirar? Recibiría con gratitud cualquiera sugestión que respondiese á mi ruego.»

Todos los días leemos de artistas, literatos, pintores, que tratan de «crear una atmósfera,» ó de atraer á los lectores, expectadores ú oyentes para que se compenentren de la atmósfera por ellos creada. ¿Quién no ha oído de la «atmósfera literaria;» de la «atmósfera de los pueblos universitarios,» de la «atmósfera artística del Quartier Latin de París?» Pues lo que constituye esta «atmósfera» no podría expresarse con ningún grado de exactitud; parece como si un número de factores la formasen.

Nosotros estamos inclinados á decir que la atmósfera de las antiguas boticas estaba formada de tantas cosas, que desafiaban el análisis, como cualquiera otra atmósfera que hemos mencionado. En aquellos tiempos los boticarios manejaban más substancias crudas, muchas flores que secaban en el establecimiento, no pocas raíces, pepitas de frutas, todas más ó menos odoríferas, y con estos materiales manufacturaban mucho más que ahora. Tenían muchas esencias etéreas y no vendían la variedad de artículos ajenos á la farmacia, causa de que las puertas de la botica se cierran y abran constantemente renovando ó maleando el aire fresco el ambiente especial de las drogas. Antes una farmacia era una especie de santuario, hoy es un comercio como otro cualquiera. — *Drug Circular*.

## Linimentos Medicinales

**LINIMENTO PARA EL PRURITO.** — (a) Agua de cal, 30 gramos; glicerina, 30; aceite de almendras, 60. Recomendado para calmar el prurito del ano, tan frecuente en la artritis. — *Bazin*.

(b) Acido fénico, de 4 á 6 gramos; licor de potasa, 4; aceite de linaza, 30. Agítese antes de emplearlo en unturas. — *Bennet Brouson*.

**LINIMENTO PARA EL PRURITO VULGAR.** — Cloroformo, 8 gramos; aceite de almendras dulces, 60. Mézclense.

Para aplicar sobre las partes pruriginosas, según necesidad. — *Scanzoni*.

**LINIMENTO PARA LAS QUEMADURAS.** — (a) Agua de cal, 345 gramos; aceite de linaza, 120; yemas de huevos, núm. 4. Se batan las yemas con el aceite en un mortero de mármol, y añádase á porciones el agua de cal, agitando fuertemente la materia á cada adición.

Se aplica humedeciendo las compresas ó las planchuelas que cubren las quemaduras. — *H. de M. y H. M. E.*

(b) Agua de cal, 200 gramos; agua de rosas, 80; glicerina, 30; goma tragacanto, de 2 á 15. Disuélvase poco á poco la goma tragacanto en el agua de cal, agitando vivamente para impedir que se agrume; se añade el agua de rosas y luego la glicerina.

Recomiéndase para combatir las quemaduras superficiales, las escoriaciones y las grietas de los labios y pechos. — *Beasley*.

(c) Agua de cal, 283 gramos; acetato de plomo, 0.66; aceite de linaza, 283; ácido fénico, 28. Mézclense las dos primeras sustancias y adiciónense las demás.

(d) Aceite de olivas, 50 gramos; agua de cal, 60; salol, 10; tintura de opio, 10. — *Nicot*.

(e) Aceite de olivas, 60 gramos; salol, 10; agua de cal, 10; clorhidrato de cocaína, 0.50. Hágase según arte linimento.

Para uso externo. — *G. Reboles*.

**LINIMENTO PARA LOS SABAÑONES.** — (a) Láudano de Rousseau, 2 gramos; glicerina, 10; manteca de cacao, 2; aceite de olivas, 30. Introdúzcase en la mezcla una planchuela de hilas, que se pone en seguida en los sabañones no ulcerados.

(b) Alcanfor, 4 gramos; esencia de trementina, 30. Disuélvase y frótense con él los sabañones, antes de que se ulceren. — *Golfin*.

(c) Alcanfor, 5 gramos; alcohol rectificado, 12; glicerina, 20.

Muchas unturas al día sobre los sabañones no ulcerados.

(d) Alcanfor, 20 gramos; amoníaco líquido, 20; alcohol rectificado, 300; esencia de manzanilla, 3; esencia de enebro, 3. — *Richardin*.

(e) Bálsamo del Perú, 1 parte; bálsamo nervino, 2; agua de Colonia, 3. — Mézclense.

**LINIMENTO PARA LOS SABAÑONES NO ULCERADOS.** — Tintura de iodo, 5 gramos; licor de Labarraque, 25. Mézclense.

Se dan ligeras unturas sobre la parte enferma, y luego se seca al calor de la lumbre. — *Somolinos*.

## Nuevo Anestésico

(INFORME DE UN CONSUL DE LOS ESTADOS UNIDOS)

De un árbol que crece en el Africa occidental llamado por los naturales *yohimbehe*, se ha preparado un alcaloide llamado *yohimbine*, el cual cristaliza en forma de agujas cual seda de color blanco, y es soluble sin dificultad en alcohol, éter y cloroformo, aunque imperfectamente en agua. Se han analizado con detención las propiedades de este preparado, dando importantes resultados. Usualmente se emplea una sal de cloro de yohimbine que se descompone fácilmente. Las inyecciones hipodérmicas de yohimbine dan por resultado la anestesia local que se prolonga unas dos horas. Causa la insensibilidad de la córnea y de la fascia del ojo cuando se dejan caer unas gotas sobre las partes afectadas.

El médico italiano Dr. Magnani, acaba de publicar, en el *Annali di Oftalmologia*, sus experiencias efectuadas con yohimbine en oftalmología, según las cuales primero causa una comezón en el ojo, pero disminuye la sensibilidad de la córnea en dos minutos y la vuelve completamente insensible en diez minutos, durando entonces la insensibilidad por media hora. Los efectos en la pupila son imperceptibles y la adaptabilidad del ojo no queda afectada.

Después de la aplicación de la solución se efectúa un aflujo de sangre al ojo, de cuyo hecho deduce el Dr. Magnani que la yohimbine puede ser útil en enfermedades crónicas del ojo que necesitan que se aumente el abasto de sangre al ojo. La prefiere á la tropococaina con motivo de prolongar el estado anestésico, y á la cocaína porque no lastima los tejidos y no impide la nutrición sana de la córnea; además tiene la ventaja de no ser venenosa.

Según el *Medical News*, dos oculistas de los Estados Unidos informan que practicaron experiencias en sus personas respectivamente con soluciones de yohimbine de fuerza diferente habiendo sido favorables los resultados.

## Para Quitar Pintura y Barniz Viejo y Endurecido

En la *Revista de Productos Químicos*, A. Eberson recomienda el siguiente procedimiento para quitar enteramente la pintura ó barniz gastados sin deterioro de la superficie:

Prepárese una mezcla de alcohol, 55 partes; benzol, 20 partes; carbón disulfido, 25 partes; cera, 5 partes. Esto forma una masa glutinosa la que se aplica á la superficie en que está la pintura ó el barniz los que no tardan en ablandarse, y es fácil entonces rascarlos. La cantidad de cera que se use depende de la consistencia que se desee para la mezcla, y se añade solamente para impedir que la evaporación del carbón disulfido y del benzol sea demasiado rápida. El alcohol puede reemplazarse por 30 partes de espíritu de madera (alcohol metilo) y 25 partes de acetona. Primeramente disuelve la cera en una mezcla del carbón disulfido del benzol y la acetona, y añádese el alcohol á la solución. Un procedimiento semejante debería seguirse el primer caso, disolviendo la cera en el benzol y carbón disulfido, y añadiendo el alcohol después. lugar de cera puede emplearse parafina ó ceres como preventivo de la evaporación. El resblandimiento de las capas también se precipita añadiendo aceite ó grasas.



## Píldoras de Blaud Hechas con Aceite

Hemos de referirnos á una controversia ocurrida recientemente acerca del valor relativo del jarabe simple, miel de abejas, ó aceite de hígado de bacalao para la formación de la masa para la píldora Blaud. Un farmacéutico abogando por el jarabe, dice que el color del amasijo que se hace con él le deja satisfecho, mientras que las masas preparadas con aceite no merecían en modo alguno el nombre de píldora, siendo el color muy pobre é imposible de manipular bien para píldoras ó cápsulas.

El otro contendiente, que era médico, habría leído quizá en el *Deutsche Medizinische Wochenschrift* acerca de la nueva forma para hacer la píldora Blaud, ideada por Meissner, quien ha manifestado que al preparar su famosa píldora de hierro tenía en vista que se formase en el estómago del enfermo, por una simple transposición química, carbonato ferroso y sulfato potásico. Con todo, en la práctica, dice, en el curso de la manufactura de las píldoras se forman el hidrato ferroso y férrico en cantidad, con motivo de la transmutación de una porción del carbonato ferroso en estas sustancias en presencia del agua. Meissner, empeñado en mejorar esta fórmula, ha ideado lo siguiente:

|                                       |              |
|---------------------------------------|--------------|
| Sulfato de hierro desecado.....       | 9.00 gramos  |
| Carbonato sódico desecado.....        | 7.50 gramos  |
| Aceite de hígado de bacalao anhidroso | 12 00 gramos |

Con esta mezcla se llenan las cápsulas, tomando la precaución de excluir todas las burbujas de aire para impedir la posibilidad de toda oxidación. La reacción se efectúa en el estómago y forma carbonato ferroso y sulfato sódico, siendo útil este último para aliviar el estreñimiento que por lo regular sobreviene. El aceite de hígado de bacalao tiene por objeto defender el estómago de la acción cáustica del sulfato ferroso antes de que se transforme en carbonato.

## Determinación del Anhídrido Fosfórico en Comestibles

Fleurent, en el *Bull. Soc. Chim.*, expone el método siguiente: Si la sustancia contiene mucha humedad se seca y pulveriza. Después se pesan 10 ó 20 gramos, se colocan en un frasco cónico de 300 c.c., y se cubre con 50 ó 100 c.c. de ácido nítrico, cuya gravedad específica sea 1.48. Luego se calienta el todo con cuidado, y las evoluciones violentas de gas se dominan simplemente dando vueltas al frasco, cuando sea necesario. Cuando la acción ha moderado se evapora el líquido hasta quedar solamente en el frasco unos c.c., y luego se deseca en absoluto en un horno á 110-120 C. El residuo seco se trata con 15 á 20 c.c. de una mezcla de dos partes de ácido sulfúrico fuerte, y una de fumante; dese 1 gm. de mercurio metálico, y la materia orgánica es destruida calentando, precisamente como en la erminación del nitrógeno de kjeldahl. El ácido lido enfriado se diluye entonces con cuidado, se neutraliza con amoníaco, filtrase, lavándose el filtro con mezcla de solución de amoníaco 50 c.c., cloruro único 20 gm., y agua para hacer 100 c.c. La solución obtenida de esta manera, libre de materia orgánica, se precipita con una mezcla de magnesio, conduciéndose de la manera acostumbrada la determinación.

## FORMULAS CANADENSES

POLVOS DE ACACIA COMPUESTOS (*Pulvis Acaciae Compositus*)

|                               |          |
|-------------------------------|----------|
| Acacia pulverizada.....       | 5 partes |
| Tragacanto pulverizado.....   | 5 »      |
| almidón pulverizado.....      | 5 »      |
| Azúcar pulverizada.....       | 5 »      |
| Acido bórico pulverizado..... | 1 »      |

Tritúrense los polvos juntos hasta que estén bien mezclados.

ESPIRITU DE NARANJA COMPUESTO (*Spiritus Aurantii Compositus*)

|                                |             |              |
|--------------------------------|-------------|--------------|
| Aceite de corteza de naranja.. | 4 oz. fl.   | 200 c.c.     |
| Aceite de limón.....           | 1 oz. fl.   | 50 »         |
| Aceite de coriando.....        | 3 drac. fl. | 12 mns. 20 » |
| Aceite de anís.....            | 48 mns.     | 5 »          |
| Alcohol desdorado, s. c.....   | 20 oz. fl.  | 1000 »       |

ESPIRITU DE NARANJA (*Spiritus Aurantii*)

|  |           |         |
|--|-----------|---------|
| Aceite fresco de corteza de naranja dulce. | 1 oz. fl. | 10 c.c. |
| Alcohol desdorado.....                     | 9 oz. fl. | 90 c.c. |

Mézclese.

SAL DE CARLSBAD ARTIFICIAL (*Sal Carolinum Factitium*)

|                                 |           |
|---------------------------------|-----------|
| Sulfato de sosa desecado.....   | 44 partes |
| Sulfato de potasa.....          | 2 »       |
| Cloruro de sosa purificado..... | 18 »      |
| Bicarbonato de sosa.....        | 36 »      |

Tritúrense los ingredientes, bien desecados con anterioridad, hasta obtener un polvo fino uniforme. El sulfato de sosa desecado se prepara, secando lentamente la sal cristalina hasta que haya perdido la mitad de su peso.

NOTA.—Cincuenta y tres granos por una pinta de agua equivalen al agua de Carlsbad.

ESPIRITU DE ALMENDRAS AMARGAS (*Spiritus Amygdalæ Amaræ*)

|                                |            |         |
|--------------------------------|------------|---------|
| Aceite de almendras amargas    | 70 mrs.    | 10 c.c. |
| Alcohol (95 por ciento).....   | 16 oz. fl. | 800 »   |
| Agua destilada, s. c. p. hacer | 20 oz. fl. | 1000 »  |

Disuélvase el aceite en el alcohol y añádese agua bastante para hacer 20 onzas fluidas (1000 c.c.).

JARABE DE FOSFATO DE CODEINA (*Syrupus Codeinæ Phosphatis*)

|                        |             |           |
|------------------------|-------------|-----------|
| Fosfato de codeina.    | 40 granos   | 4.57 gm.  |
| Alcohol.....           | 7 drac. fl. | 47.5 c.c. |
| Agua destilada.....    | 3 drac. fl. | 18.75 »   |
| Jarabe, s. c. p. hacer | 20 oz. fl.  | 1000. »   |

Disuélvase el fosfato de codeina en el agua y el alcohol y añádese entonces el jarabe.

NOTA.—Se recomienda poseer más estabilidad que el jarabe oficial de codeina. La fuerza es idéntica al jarabe de codeina de la F. B.

JARABE DE JENGIBRE (*Syrupus Zingiberis*)

|                         |           |
|-------------------------|-----------|
| Jarabe de jengibre..... | 1 volumen |
| Jarabe simple.....      | 9 volumen |

Mézclese.

NOTA.—Esta preparación es idéntica en fuerza al jarabe oficial de jengibre.

## NOTAS COMERCIALES

**EMPLEO DE DINERO PROVECHOSO.** — Una de las industrias más lucrativas y más populares es la fabricación de aguas carbónicas llamadas vulgarmente gaseosas, puestas en botellas. Hay miles de personas dedicadas ya á esta industria, quienes ganan más dinero de lo que podrían á tenerlo empleado en otra industria semejante. Hay todavía muchas oportunidades para establecer este negocio, particularmente en México, la América Central y del Sur y de otros países cálidos donde todavía no conoce el público las gaseosas embotelladas. Para emprender este negocio se necesita relativamente poco capital. La Liquid Carbonic Company fabrica gasógenos (en inglés carbonators) y todos los demás aparatos y materiales para hacer las gaseosas puestas en botellas. Pídanse á la Compañía, en Nueva York, el catálogo (impreso en inglés y español) el cual encierra ilustraciones muy interesantes como también precios é informes completos de todos los efectos de compañía.

— La demanda de productos alimenticios de todas clases aumenta constantemente en todo el mundo, siendo las ventas enormes, como sucede con la Leche Malteada, que tiene una reputación universal, y es por todos conceptos un artículo casero porque se consume tanto por el enfermo como por la persona que goza de salud, y así lo toman los viejos como los jóvenes. En los Estados Unidos se fabrican dos preparaciones de esta clase, una de las cuales es la Leche Malteada de Borden que procede del gran establecimiento de la Borden's Condensed Milk Company, New York, E. U. A., la primera compañía que fabricó la Leche Condensada, y la que fabrica en mayor escala productos lácteos en el mundo.



INSTALACION DE LA BORDEN'S CONDENSED MILK CO.

En la reciente asamblea anual de la Asociación Farmacéutica Americana, verificada en Atlantic City, N. J., el sitio de verano más popular en la costa atlántica, esta compañía tenía una instalación especialmente atractiva de su Leche Malteada, como podrá juzgarse por la ilustración que se ve arriba. La Leche Malteada de Borden, bebida apetitosa y nutritiva, es muy solicitada hoy día hasta en las boticas donde se suministra al público desde los aparatos-fuentes. Mientras estuvo reunida la Asociación, durante una semana, se sirvió á los miembros á una temperatura helada, y la compañía dió además á cada uno de aquéllos un bonito *souvenir*.

— La muy conocida casa importadora de George Lueders & Cía., de Nueva York, ha duplicado sus facilidades comerciales recientemente con la adquisición del edificio de cinco pisos situado en el No. 220 de la calle de Pearl que han añadido á su antiguo domicilio en el No. 218 de la misma calle. Dichos Señores tienen en existencia un surtido extenso de Aceites esenciales, Esencias, Habas de vainilla, drogas y productos químicos relacionados con el ramo de perfumería y condimentos. Actualmente tiene la referida casa doce vendedores viajando en representación de la firma, y además del importante domicilio en la ciudad de Nueva York tiene sucursales en Chicago, San Francisco y ciudad de México. Esta casa tiene relaciones de primera en todas partes del mundo, y merece la pena dirigirse á ellos en solicitud de precios, por las ventajas que se obtienen.

— Tratándose de una casa tan antigua en el ramo como la Alcock Manufacturing Company, de Nueva York, cuyos emplastos son conocidos en todo el mundo, no ha de sorprender que personas sin escrúpulos hayan tratado de imitar sus efectos, y como esta compañía ha mirado siempre por los intereses de sus parroquianos al por mayor y menor, permitiéndoles el mayor provecho en la venta de sus efectos, cualquiera de los lectores del AMERICAN DRUGGIST que tenga noticia de la venta de efectos falsificados ó contrahechos, hará un bien al ramo en general, poniendo el hecho inmediatamente en conocimiento de la compañía citada arriba.

— Ya hemos tenido ocasión antes de ahora de referirnos á los efectos fabricados por la American Ferment Company, de Jersey City (N. J.), consistentes en píldoras de polvos en extremo solubles, ó para decirlo más claro, polvos revestidos de un envoltorio de naturaleza muy soluble, en forma de píldora. El antiguo amasijo para píldoras hecho con un excipiente, no puede compararse en solubilidad y valor terapéutico á esta moderna píldora friable que fácilmente se reduce á polvo bajo tenue presión de los dedos, y se pone naturalmente en contacto desde luego con los jugos gástricos del estómago al tragarse. Pueden obtenerse muestras y listas de precios con sólo dirigirse á la compañía, cuyo anuncio se hallará en este número.

— Habrá de interesar seguramente á nuestros lectores el anuncio de la Martin H. Smith Co., de 105 Chambers St., Nueva York, que se hallará en la sección correspondiente de este periódico. Los dos productos que fabrica esta compañía bajo los nombres de Glico-Heroína y Ergoapiol tendrán seguramente muy buena salida en Sud América no sólo por su excelencia tan celebrada ya, sino que también por el hecho de que los fabricantes están interesando á los médicos hispano-americanos por medio de muestras y circular descriptiva. Ambas se enviarán á quien las solicite á la compañía.

**APARATOS-FUENTES PARA GASEOSAS.** — Los artículos que se expenden en el mostrador al detalle y que dejan más ganancia, son las gaseosas, y también las aguas minerales, lo cual puede comprobarse fácilmente, pues no hay botica en los Estados Unidos que no tenga un aparato-fuente. Igualmente hay ganancia en fabricar y embotellar aguas aireadas. No pocas personas estarán interesadas en saber algo de los aparatos y de las casas que los fabrican, siendo una de ellas la American Soda Fountain Company, 278-288 Congress street, Boston, cuya compañía ha recibido numerosos premios en diferentes exposiciones donde ha exhibido sus aparatos, incluyendo grandes premios y medallas de Como la compañía hace importantes negocios con varios países tiene catálogos descriptivos en español, inglés y francés, que resarán seguramente á cuantos hombres de empresa que esté en el negocio de aguas gaseosas ó minerales, ó que piensen establecerlo. Para su mayor conveniencia la American Soda Fountain Company tendrá gusto en contestar cualquier demanda no mes de las personas del ramo.

# AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 11 DE DICIEMBRE DE 1905

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma

## AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

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## AFUERA LA ANESTESIA POR LA ESCOPOLAMINA

LA facultad médica ha sido muy tolerante con ciertas tentativas recientes para imitar un medio antiguo y desmedrado de anestesiación con la administración subcutánea de escopolamina y morfina. Creemos que en este asunto la tolerancia ha traspasado los límites de la prudencia, porque debería ser evidente, aun á las medianas inteligencias, que el procedimiento es «insidioso y envuelve peligro,» como asevera Bakes.

De Maurans se ha ocupado detenidamente de este asunto hace poco tiempo (*Semaine Médicale*, Nov. 8), hallando motivos suficientes para condenar la práctica citada, fundándose en que hace algunos meses se le atribuyeron doce defunciones. Entonces, parece que los que favorecían la anestesia por la escopolaminamorfina, se quejaron de la crítica del autor, exponiendo de su parte que los casos ocurridos deberían pesarse más bien que contarse. De Maurans ha hallado muy expedito para contestar á aquellos que dan su opinión, dirigiéndose al efecto á seis casos relacionados con los casos de defunción citados, con excepción de uno, han contestado renunciado ya á la práctica de la administración subcutánea.

Vece que la acción venenosa de la escopolamina es de igual manera en hombres y mujeres, en

los niños y los ancianos, puesto que en los doce casos citados, en que se imputa la muerte á la droga, figuran ambos sexos, no habiendo advertido que la naturaleza de la intervención quirúrgica hubiese tenido apreciable influencia en el fatal resultado.

Ya no cabe dudar, por estar bien establecido, que la escopolamina es un veneno potente de los centros respiratorios y cardíacos; su empleo, por consiguiente, al paso que no ofrece ninguna ventaja definida como anestésico, es demasiado peligroso para justificar nuevas tentativas en hacer la droga popular. Esperamos que no hemos de tardar en oír la última palabra acerca del empeño en resucitar la aplicación de una droga tan nociva.

## Causas de la Calvicie. — Modo de Precaverla

Por W. C. GOODE, Goderich (Ontario, Canadá)

Pocos artículos del tocador se piden con tanta frecuencia en la botica como las preparaciones para el cabello, y por este motivo esperamos que este estudio de las necesidades capilares que ofrecemos á los farmacéuticos, les será de alguna ayuda para hacer tales preparaciones.

Es un hecho que en los tiempos que corremos el cabello humano empieza á caer en un período más bien temprano, y la reluciente calvicie se nota en mucha gente que parece hallarse en el mejor período de su vida. El hombre que descubra los medios de combatir la devastación de uno de los más preciosos adornos que ostenta el hombre en la cabeza, tiene la fortuna hecha y con ella fama imperdurable. He de hacer constar que este artículo no conducirá á una consumación tan gloriosa, pero es posible que por su medio se prolongue la utilidad y hermosura del cabello algunos años, y yo opino, además, que la calvicie puede evitarse si con tiempo se toman ciertas medidas.

En primer lugar vamos á considerar la estructura y naturaleza del cabello. La parte inferior ó raíz del cabello consiste en una formación bulbosa en un folículo que se forma por la inversión de la piel. En el exterior del folículo hay dos glándulitas llamadas las «glándulas cebáceas,» que abastecen el cabello de aceite. El tallo del cabello consiste en tres partes — una central, ó medula, que es la continuación del centro pulposo del bulbo, una capa fibrosa que rodea éste, y una capa exterior escamosa. El cabello se nutre del cuero cabelludo por medio del bulbo, y por consiguiente depende de la buena circulación y sanidad del cuero, tanto como una planta del suelo en que crece. Con efecto, en muchas particularidades se parece á una planta que se desarrolla, y como tal necesita (a) aire, (b) nutrición, (c) sustracción á toda condición que tienda á la enfermedad ó decadencia.

¿Por qué se ponen calvos los hombres? Hay pocas cuestiones sobre las cuales se hayan expresado opiniones tan distintas. Sería cansado y ocioso ocuparse de todas ellas; la verdad es que la naturaleza cesa de conservar lo que crea cuando se violan sus leyes, y hay algunas causas principales que á ello conducen. Se dice que el cabello es de todas las sustancias animales la más duradera, habiéndose hallado en buen estado en las momias de Egipto después de 4,000 años. Si siguiésemos sin desvío las leyes naturales, con seguridad podríamos conservar la salud del cabello mientras viva la persona.

Los hombres se ponen calvos á menudo, las mujeres raras veces. ¿Por qué sucede esto? Creo que la causa principal consiste en el hecho de que las mujeres llevan el cabello largo y lo dividen en masas, permitiendo de esta manera que el aire circule, sin que los sombreros que usan, por su poco peso ó el espacio que ocupan, puedan impedirlo. Con los indígenas el caso es parecido, generalmente no gastan sombreros, apenas si conocen lo que es calvicie, al paso que la civilización, y las modas que impone para la cabeza, no tardan en producir su efecto que se determina en el deterioro de la cubierta natural de la cabeza. Estas analogías podrían multiplicarse á lo infinito, y demostrarían de una manera concluyente que el aire es el primer requisito para la salud del cabello, al paso que su exclusión con el uso del sombrero ó por llevar el cabello apiñado con el empleo de cosméticos pegajosos, es el primer paso para su menoscabo.

El estado mental constituye otro peligro. Se ha establecido por manera evidente — pues la historia registra sinnúmero de casos — que por efecto de una aflicción profunda ó por terror, el cabello se ha vuelto blanco en una noche. Con el pesar, la preocupación ó excitación, el cerebro se afecta, se atraca de sangre, que da por resultado una disminución de la circulación en el cuero cabelludo, de cuyas resultas el cabello está sin nutrir.

Precisa sustraerse á todo estado que tienda ó predisponga á la enfermedad ó decadencia del cabello. La calvicie en los hombres casi siempre está circunscrita á la superficie que cubre el sombrero, y buena parte del mal que se deplora, débese particularmente al sombrero llamado hongo que impide la ventilación, con lo cual aumenta la transpiración del cuero cabelludo, que en tiempo caluroso crea un estado horrible; el cabello está compenetrado de exhalaciones nocivas, ponzoñosas; viene á ser una incubadora de gérmenes morbosos. Las afecciones del cuero cabelludo, la caspa, el eczema, etc., que son á menudo la única causa de la calvicie, se originan indudablemente de semejante estado.

Es, pues, altamente necesario que el hombre se anticipe al asomo de estos males.

*Primero.* — Manteniendo la nutrición del cabello con el empleo de un cepillo de cerdas rígidas, que se pasará con vigor por el cuero una ó dos veces al día, ó bien echando mano del amasamiento.

*Segundo.* — Gástense sombreros livianos, bien ventilados, y cuanto más tiempo se pueda estar con la cabeza descubierta al aire libre tanto mejor.

*Tercero.* — Límpiase bien el cuero cabelludo con jabón de alquitrán, á lo menos una vez á la semana — y más á menudo en tiempo caliente, si fuese necesario. Si el cabello quedase muy reseco, aplíquese un poco de vaselina.

*Cuarto.* — Caso de usarse alguna loción, que no sea espesa ni pegajosa, y si fuese antiséptica mejor. Tengo conocimiento personal de varios casos en que el agua alquitranada ha impedido aparentemente la calvicie por sus propiedades antisépticas. Para este objeto considero una excelente mezcla la que sigue:

|                 |         |
|-----------------|---------|
| Glicerina.....  | ½ onza  |
| Bay rum.....    | 1 "     |
| Aq. pices ..... | ad. 8 " |

Mézclese.

*Quinta.* — Si apareciere caspa ó comezón en la cabeza, empléese el tratamiento antiséptico para el cuero cabelludo, que queda expuesto más abajo.

Después de que el cabello ha empezado á caer, convendrá adoptar un tratamiento algo diferente.

Húyase de todo tratamiento drástico, pues ataca el cabello más tierno el cual se arranca con la raíz.

Si es que se cree necesaria una loción, empléese el agua alquitranada. Límpiase el cuero cabelludo una vez á la semana con un buen jabón de alquitrán neutro; pero dense fricciones solamente con las puntas de los dedos.

Empléense aplicaciones antisépticas y germicidas para el cuero cabelludo. Más abajo se hallará una fórmula que ha dado excelentes resultados, habiendo atajado en un número de casos la caída del cabello. La adición del mentol es una buena idea, por aumentar la circulación del cuero cabelludo durante horas después de la aplicación:

|                         |         |
|-------------------------|---------|
| Resorcina.....          | 3 dr.   |
| Acido salicílico.....   | ½ dr.   |
| Mentol.....             | 20 grs. |
| Fr. canthar.....        | 6 dr.   |
| Extracto Ham. Dist..... | 2 oz.   |
| Glicerina.....          | 1 oz.   |
| Bay rum.....            | 4 oz.   |
| Alcohol para hacer..... | 16 oz.  |

Misce. sec. art.

Cuanto al estado mental á que me he referido antes, he de permitirme decir que además del beneficio que recibirá el cabello de descansar el cerebro una parte del día, el sistema en general quedará afectado favorablemente.

### Una Botella de Papel ¿Quién la Inventa?

En las grandes ciudades donde las necesidades son tantas, hace falta una botella de papel para leche, agua y otros líquidos de consumo diario. Es un hecho comprobado que con las botellas en que se pone leche, por no dejarlas bien limpias, se han propagado por su medio enfermedades contagiosas. Por este motivo si se inventase una botella para usarla una vez y después desecharla, la demanda popular quedaría No cabe duda que con nuestro genio inventivo sería el medio de fabricar tal botella, que por necesidad ser muy fuerte; falta ahora por saber si la construcción permitiría popularizarla, por supuesto, debería hacerse á prueba de infección en cuanto fuese posible. Si se hiciera una botella liviana á poco costo, bien se descartaría la botella de vidrio. Esta es una oportunidad para los inventores.

## PREPARADOS FARMACEUTICOS

Por A. C. ZEIG, Ph. C., San Francisco (Cal.)

(Continuación)

## CRESOLES SAPONIFICADOS

El ácido cresílico ó cresol, está tomando el puesto del ácido fénico como antiséptico y desinfectante. Usase en combinación con el jabón, y dícese poseer tres veces más de fuerza como desinfectante, y ser tres veces menos cáustico y venenoso que el ácido carbólico. En los Estados Unidos se fabrican anualmente grandes cantidades del compuesto antiséptico, y empléanse en obra quirúrgica, en soluciones del 1 al 2 por ciento.

El empleo de sales de hierro, orgánicas é inorgánicas, desempeñará siempre un importante papel en la medicina. El hierro popular dialisado de dos décadas atrás, ha sido reemplazado por la más popular combinación orgánica llamada «peptonato» de hierro. En los Estados Unidos se fabrican anualmente enormes cantidades de peptonato de hierro manganeso.

El empleo de ácido glicerosfórico y de los glicerosfosfatos en la medicación moderna, es realmente notable, por cuanto pueden eventualmente tomar el puesto de los hipofosfitos que tanto se emplean actualmente en la forma de jarabes. Por el hecho de ser higroscópicos, su consumo en tabletas no es practicable, de aquí que generalmente se presenten en solución en la forma de elixires.

El alquimista de tiempos remotos no pudo jamás imaginarse que el metal amarillo que trataba de producir, se utilizaría muchos siglos después en curar el hábito de la bebida. En los tiempos presentes el cloruro de oro, el cloruro de oro y sodio y el trimoburo de oro, los emplean constantemente en medicamentos el químico fabricante.

Las propiedades antisépticas y desodorizantes del óxido de cobre, por algún tiempo hicieron su empleo valioso en las preparaciones de cemento para llenar las cavidades dentales. En recientes investigaciones llevadas á cabo en la Cuarentena de Nueva York, se ha demostrado que el sulfato de cobre y el hidróxido de cobre cuéntanse entre los más inapreciables desodorizantes y desinfectantes que poseemos, tanto que prometen revolucionar el procedimiento de la purificación del agua en el futuro. Con el peso de una cantidad igual de cal viva en combinación con el sulfato de cobre, el hidróxido de cobre se precipita como el agente activo de la mezcla. Su acción es á la vez mecánica y química. La insolubilidad del hidróxido cúprico en agua, hace que su empleo como agente purificador del agua sea particularmente valioso.

## LO QUE PODRA DAR DE SI EL RADIUM

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nto en el costo, débese al hecho de que  
Gobierno austriaco ha acaparado prácticamente los  
abastos de todo el mundo del precioso elemento y  
te ni un solo grano.

## UNIFORMIDAD EN LA FUERZA DE LAS TINTURAS

Respecto á tinturas, importa saber que en la nueva farmacopea que acaba de publicarse, la fuerza de la tintura de la raíz de acónito, ha sido reducida de 35 á 10 por ciento, y de la tintura de verarum viride, de 40 á 10 por ciento. Dícese que se obró así de conformidad con la recomendación de la asamblea internacional reunida en Bruselas dos años atrás, de hacer todas las tinturas de drogas potentes de una fuerza homogénea. Este país es el primero en que la recomendación se ha adoptado oficialmente, aunque con algunas excepciones.

## REMEDIOS SINTETICOS

El empleo de remedios sintéticos primeramente introducidos en este país, hace unas dos décadas, ha ejercido influencia en la manufactura farmacéutica. El número de sintéticos empleados como remedios curativos aumenta constantemente, aunque algunos de ellos se han desacreditado como tales remedios y su empleo, en consecuencia, se ha suspendido, habiéndose introducido de cuando en cuando nuevos remedios que han tomado su puesto. Así es que el médico acostumbra al prescribir para alivio del dolor, en lugar de los antiguos para extirpar la causa del dolor, un sintético que mata el dolor instantáneamente, sin reparo en la causa. Con motivo del mayor costo de los sintéticos, este estado de cosas priva al farmacéutico detallista de una parte de sus ingresos que obtenía de las recetas, puesto que los antiguos remedios eran los que le dejaban provecho.

## EL TIPO DE LA FARMACOPEA

La farmacopea como autoridad tipo, ha servido de guía al fabricante como al detallista. Los nombres de Proctor, Maisch, Rice y Prescott, en relación con la Farmacopea de los Estados Unidos, al igual que en el campo de la farmacia científica, deberían recordarse siempre con gratitud, y honrarse. El empleo de un tipo autorizado para fijar la fuerza y calidad de las medicinas, es bien aparente y está reconocido por todos los países civilizados. En los Estados Unidos, la conformidad con los tipos de la farmacopea, no es obligatoria, y por este motivo la farmacopea no es siempre reconocida como autoridad.

En los tiempos que corremos es una particularidad deplorable de las preparaciones farmacéuticas fabricadas, su falta de uniformidad. El mercado está inundado é invadido de preparaciones con nombres farmacéuticos, que difieren en carácter ó naturaleza de modo que ni aun pueden mezclarse entre sí, aunque están en el mercado con nombres idénticos. Con frecuencia se ha oído á un farmacéutico decir que ha mezclado dos flúidos, uno preparado por Jones y el otro por Brown, siendo el resultado un precipitado repugnante. A prestar conformidad á los tipos de la farmacopea, semejante estado de cosas no podría existir.

## PERJUICIO DE NO SEGUIR LOS METODOS FARMACOPEICOS

Los adelantos que se han llevado á cabo en los conocimientos farmacéuticos han dado lugar á muchas mejoras en los procedimientos de fabricación, de que se echa mano frecuentemente para reducir el costo de la producción. En muchos casos en que existen des-



víos de las fórmulas oficiales, son debidos quizás á la viva concurrencia que induce al fabricante á adoptar una fórmula ó proceso menos costoso, para hacer una preparacion, que ha de ser tan buena como el producto oficial á un costo menor. El argumento aducido de que el adelanto en conocimientos farmacéuticos, en la actualidad hace posible muchos perfeccionamientos en los procedimientos, no es válido cuando se aplica á las preparaciones oficiales. Los médicos tienen derecho á exigir uniformidad, ó si se quiere, homogeneidad en las preparaciones oficiales. En primer lugar debería establecerse la prueba absoluta de que la preparacion es un adelanto sobre el método oficial, y en segundo que el producto es idéntico con el de la farmacopea.

Es por demás evidente que la falta de adhesión á los métodos farmacéuticos es desastroso á los intereses de la profesión y del público. Cuando no se adhiere al método ó tipo farmacéutico en la fabricacion de un preparado, la rotulata debería expresar cuánto difiere del tipo farmacéutico, para que el comprador pueda enterarse de que no es un producto oficial, y en este caso tendría ocasion para elegir entre el preparado oficial y el que no lo es.

La fabricacion de preparaciones farmacéuticas con dueño conocido, ó sean específicos, muchas de las cuales poseen indudablemente cualidades terapéuticas ha sido considerada como un mal sin tasa en su desarrollo en la última década. Si bien tales preparaciones no pueden reconocerse oficialmente hasta que el secreto de su combinacion no sea conocido, el hecho de poseer mérito terapéutico, les da derecho á ser aceptadas, siempre, como se ha dicho, que los fabricantes publiquen descripción completa de su composicion para el beneficio de la ciencia. Sólo con estas condiciones pueden clasificarse tales preparaciones como productos farmacéuticos, sujetos, por supuesto, á la correspondiente tipificacion, autorizándose su aplicacion para fines farmacéuticos.

Con el advenimiento de la nueva Farmacopea, con todos sus tipos correctos, el campo de la farmacia manufacturera promete muchísimo para el futuro. Como en el pasado, el químico fabricante sacará el material crudo de los campos verdes y de las entrañas de la tierra. El reino animal contribuirá mayor número de productos á la materia médica que en la actualidad, y el químico fabricante, á diferencia del alquimista del pasado, tendrá para guiarle en la manufactura de los medicamentos la luz de los conocimientos científicos y los tipos de la farmacopea.

#### UNGÜENTO DE AZUFRE COMPUESTO (*Unguentum Sulphuris compositum*)

|                                    |    |       |    |    |     |
|------------------------------------|----|-------|----|----|-----|
| Carbonato de calcio precipitado... | 1  | onzas | .. | 10 | gm. |
| Azufre sublimado.....              | 1½ | »     | .. | 15 | »   |
| Aceite de cade.....                | 1½ | »     | .. | 15 | »   |
| Jabon blando.....                  | 3  | »     | .. | 30 | »   |
| Manteca de puerco.....             | 3  | »     | .. | 30 | »   |

Mézclase la manteca con el jabón blanco y el aceite de cade, y después incorpórese gradualmente el azufre sublimado y el carbonato de calcio precipitado.

#### VINO DE PEPSINA (*Vinum pepsini*)

|                           |     |          |    |       |      |
|---------------------------|-----|----------|----|-------|------|
| Pepsina.....              | 320 | granos   | .. | 36.36 | gm.  |
| Acido hidrolórico.....    | 2   | drs. fl. | .. | 12.5  | c.c. |
| Glicerina.....            | 1   | oz. fl.  | .. | 50    | »    |
| Jerez, s. c. para hacer.. | 20  | oz. fl.  | .. | 1000  | »    |

Disuélvase la pepsina en los líquidos previamente mezclados.

#### Terapéutica en la Peluquería

En la *Gazeta Terapéutica*, de oct. 15 de 1905, pág. 662, aparece una polémica interesante referente á las barberías, ó mejor dicho, á los peligros que se expone, sin saberlo, el parroquiano de las mismas. Es cosa corriente que aun en los establecimientos mejor atendidos, las condiciones son propicias para diseminar el contacto de lo que más repugna como son piojos ó liendres, tiña, caspa y el impétigo contagioso; item más la sífilis, la tuberculosis y hasta el mismo cáncer. Ya no cabe duda que muchos casos de cáncer en la cara se originan de heridas causadas por el barbero.

En vista de estos hechos, que son generalmente admitidos en los Estados Unidos, un número de ciudades han adoptado ordenanzas para la regularización de la profesión de barbero, cuya violacion basta para que aquel pierda la licencia. Estas ordenanzas están en vigor en los Estados de Nueva York y de Nueva Jersey, etc., en cuyas ciudades se exige á los barberos que empleen soluciones desinfectantes en sus manos cada vez que han atendido á uno de sus parroquianos, que usen solamente toallas esterilizadas, á parte de poner en práctica aquellas precauciones antisépticas más necesarias para mantener la tienda y los utensilios en las mejores condiciones higiénicas.

Algunos barberos, con la viveza comercial característica del Yanqui, se han aprovechado de las tales ordenanzas para adoptar métodos antisépticos que les sirven de anuncio. Por ejemplo, en una barbería de la parte baja de la ciudad de Nueva York, patrocinada por parroquianos que por su posición se supone rindan culto á la higiene, el barbero ha adoptado la costumbre, antes de afeitar al parroquiano, de poner en sus manos un juego completo consistente en una taza de cristal nueva, un cepillo nuevo y un trozo ó pastilla de jabón no usado, todo bien esterilizado y envuelto en papel de estaño. Después de haber usado estos utensilios el parroquiano los devuelve al barbero, quien á su vez los envía á la fábrica para que se esterilicen de nuevo. Otros barberos de la misma parte baja de la ciudad siguen el ejemplo de aquel delantero emprendedor, por considerar la innovacion una gran mejora sobre los antiguos métodos.

Hase creado ya tal demanda para estos juegos antisépticos de barberos, que una fábrica no hace otra cosa. La higiene entra de tal modo de moda en esta ciudad, que con frecuencia se halla, aun en las tiendas de barbero más modestas un hermoso y reluciente esterilizador niquelado cual los que sólo se empleaban antes en los hospitales. Estos esterilizadores son principalmente para toallas y trabajan á vapor bajo presión. Muchas otras mejoras de esta naturaleza se han planteado en las barberías de la metrópoli en virtud de las ordenanzas susodichas.

En muchos de los establecimientos de primera clase de las grandes ciudades hay sillas construidas sobre un plan aséptico, con brazos, asientos y respaldo de vidrio, y cojines de cuero parecidos á las sillas de los cirujanos. Algunas de esas tiendas también con instalaciones de aire comprimido para limpiar los vestidos de los parroquianos, para el cabello y para rociar la cara; igualmente se han en ellas habilitaciones para amasamiento eléctrico y ratorio, amén de otros adelantos de naturaleza atípica. Todos estos pormenores, para el hombre parecerán extraños, pero responden á los progresos de la ciencia. Mas lo esencial en un

barbero montado á la moderna, es la esterilización absoluta de las navajas, cepillos para la jabonadura y las tazas, jabón y por último, y por cierto muy importante, la esterilización de las manos que han de manejar tales utensilios. Otra precaución ha adoptado en las barberías bien montadas, referente al vestido de los oficiales los cuales llevan chaquetas blancas perfectamente limpias, á guisa de las que usan los ayudantes ó auxiliares de los hospitales.

Quizás no falte quien crea que todas estas precauciones son exageradas, pero estas personas seguramente no puedan darse cuenta de los peligros de toda infección. Los médicos saben perfectamente que muchos casos de calvicie han tenido su origen directa ó indirectamente en la barbería, y que muchas personas afectadas de enfermedades cutáneas que acuden á los especialistas, las contrajeron al contacto de una navaja, toalla ó mano de barbero. Cálculase que un noventa por ciento de los casos de calvicie los causa la caspa, resultado probable de los trabajos de un bacilo que mina el vigor de las raíces capilares. La infección se transmite indudablemente de una cabeza á otra por medio de los cepillos, llegándose á suponer que la razón de empezar la calvicie regularmente en la corona de la cabeza, es porque en general las personas pasan el cepillo con más fuerza por aquella proyección. Una vez infectado un hombre por el cepillo del peluquero, lleva la infección á su casa y por este medio la cogen los demás miembros de la familia, quienes, quizás de cuando en cuando usan el mismo cepillo del cabello que hay en la casa.

Dyer, autoridad americana, aconseja que no usen en la peluquería ni cepillo para el cabello ni brocha para la barba, y que con preferencia á la pastilla de jabón se empleen líquidos. Aquellas personas afectadas de enfermedades de la cara ó del cuero cabelludo no deberían ser servidas en las barberías, ni tampoco deberían emplearse en las mismas barberos que padecen de afecciones cutáneas ó venéreas. Si bien Dyer desearía ver abolidos la brocha y el cepillo, no sugiere nada para sustituirlos, quizás contando con que muchos parroquianos pudientes tienen en las barberías sus cepillos y taza, cuya previsión convendría que se generalizase. Es una mala costumbre aplicar á las heridas de la cara una barrita de alumbre, porque fácilmente puede servir de vehículo para la transmisión de la sífilis con motivo de que la sangre mancha el alumbre y luego se seca en él, y cuando se aplica á otra persona tiene lugar la infección.

#### UNGÜENTO DE EMPLASTO DE PLOMO. — UNGÜENTO DIAQUILON (*Unguentum emplastri plumbi*)

Emplasto de plomo..... 1 onza .. 110 gm.  
Parafina blanda..... 1 onza .. 110 gm.  
Aceite de bergamota..... 4 míns. .. 1 c.c.

Mézclase el emplasto de plomo y la parafina juntos, y cuando la mezcla ha alcanzado la temperatura de 100 á 170 grados Farht., añádese el aceite y agítase hasta enfriar.

#### PARA LA SUDAMINA

B Zinci carbonati precip..... 3 iv.  
Zinci oxidi .....  
Glycerini, de cada uno. .... 3 ij.  
Aque rosæ..... 3 viij.

M. Sig.: Aplíquese localmente. — *Medical News.*

#### Leche Seca en Polvo

Por efecto del sinnúmero de tentativas para manufacturar un producto alimenticio que encerrase en absoluto todos los constituyentes de la leche en forma pulverizada, hay ya en el mercado varias preparaciones que se venden con más ó menos éxito. Hace cosa de un año que un fabricante de Suiza (J. Klauss en Locle y Morteau), colocó en el mercado una leche en polvo que se pretende contiene los elementos esenciales de la leche en forma seca. Prepárase por medio de un procedimiento especial ideado por Just-Hatmaker, y el cual consiste en hacer caer la leche en forma de rociadura muy fina sobre unos cilindros que revuelven en direcciones opuestas calentados á 100 grados ó más por medio de vapor, que flota dentro de ellos á una presión de tres atmósferas. Estos cilindros están dispuestos paralelos entre sí, dejando un espacio intermedio de uno ó dos milímetros. Tan luego como la leche toca la superficie de los mismos en una rociadura fina, se evapora, formándose entre el cilindro y la leche una capa de vapor acuosa destinada á impedir el contacto directo de la leche y la superficie caliente. La leche evaporada se permite entonces que caiga en el espacio entre los dos cilindros, donde se prensa y se seca inmediatamente sin dejarle tiempo para hervir. Como estos cilindros sólo hacen seis revoluciones por minuto, el procedimiento de la desecación toma todo lo más cinco segundos. La leche desecada se ha convertido en una tenue lámina, que se corta con una hoja afilada fija debajo del cilindro, y cae en un vaso más abajo. Todavía se seca más enfriando gradualmente la masa; ésta se rompe después y se cuela por tamiz.

La leche en polvo preparada de esta manera se presenta en forma de escamitas de color amarillento claro, que se desmenuzan en partículas más finas; al tacto es pegajosa, con un olor ligeramente aromático parecido al de la leche hervida. Esta preparación rinde una emulsión uniforme, perfecta, al mezclarse con agua caliente. Es difícil distinguir esta emulsión de la leche natural. Para preparar esta leche se procede de una manera parecida al hacer el cacao del polvo; esto es, se restriega el polvo de leche con una pequeña cantidad de agua caliente, formando una pasta suave, añadiendo la cantidad necesaria de agua caliente, y agitando constantemente. El gusto es el de la leche hervida ó esterilizada. Para hacer un litro de leche que en su composición corresponda á la ordinaria de vacas, se tomarán 136 gramos del polvo seco.

La ventaja de esta preparación es su estabilidad, porque en estas condiciones puede transportarse á cualquier parte y puede hacerse á voluntad; además, la leche preparada, después que se le ha añadido el agua, no sufre alteración en su composición por dos ó tres días. En varios ensayos y análisis de esta leche en polvo, llevados á cabo en el laboratorio Carnegie de la ciudad de Nueva York, demostróse estar completamente exenta de bacterias. W. S. McGill ha empleado esta leche para la alimentación de 850 niños de 2 á 5 años de edad, sin haber experimentado el menor inconveniente. La leche se ha transportado de Nueva York á Shangai y traído de nuevo sin sufrir la menor alteración. Al examinar algunas muestras que se habían preparado seis meses antes, se hallaron perfectamente conservadas, y la leche que se desdobló de ellas no tenía ningún mal gusto. Esta leche puede mezclarse con chocolate, té, etc. Debería ser muy útil para cuando se viaja en los países tropicales.

### Linimentos Medicinales

**LINIMENTO DE ESCOPOLIA.** — Extracto de escopolia fluido, 24 partes; alcanfor, 1; alcohol rectificado, 4; agua, 1. Mézclense. — *Squire*.

**LINIMENTO DE ESPERMA DE BALLENA.** — Esperma de ballena, 1 parte; aceite de almendras, 9. Fúndase á un calor suave y agítase hasta que se enfríe. — *F. Port.*

**LINIMENTO ESTIMULANTE.** — (a) Jabón blanco, 2 partes; agua caliente, 35. Disuélvase y, después de frío, añádase: amoniaco líquido concentrado, 5 partes; esencia de trementina, 10. — *H. Adelaide de Dublin*.

(b) Amoníaco, 4 gramos; tintura de nuez vómica, 15.

En fricciones para combatir la parálisis. — *Magendie*.

(c) Esencia de cayeput, 15 gramos; esencia de trementina, 30; ácido acético, 30; agua, c. s. para 300; yema de huevo núm. 1. Bátase la yema con 120 gramos de agua; añádase la esencia de cayeput y de trementina, agitando la mezcla bien en una botella; luego añádase el ácido acético y después agua suficiente para completar 300 gramos. Agítase el todo bien.

De aplicación muy útil para el pecho en la bronquitis, asma y otras enfermedades pulmonares.

(d) Estricnina, 1 gramo; aceite de olivas, 25. Disuélvase.

Contra la amaurosis paralítica, dando tres ó cuatro fricciones diarias con 12 gotas del medicamento. — *Neligan*.

(e) Bálsamo de Fioraventi, 50 gramos; ácido hidroclórico, 5. H. s. a.

Se dan fricciones en los sabañones incipientes con el líquido que cabe en una cuchara grande. — *Fiévre*.

(f) Esencia de trementina, 50 gramos; amoníaco líquido, 50. Mézclense.

Se usa en fricciones y fomentos sobre la columna vertebral, en el cólera y el tétanos. — *Petit*.

**LINIMENTO ESTIMULANTE BALSAMICO.** — Bálsamo del Perú, 8 gramos; aceite de laurel, 8; aceite de nuez moscada, 5; esencia de clavo, 1. Mézclense. — *Reil*.

**LINIMENTO ESTIMULANTE RESOLUTIVO.** — Bálsamo de Fioraventi, 50 gramos; alcohol de romero, 50; tintura de cantáridas, 10. Mézclense.

Se usa en fricciones en el Hôtel-Dieu contra las afecciones reumáticas y las oftalmías tórpidas.

**LINIMENTO DE ESTIRONA.** — Estirona, 4 gramos; glicerina, 30; agua, 30.

**LINIMENTO DE ESTORAQUE.** — Estoraque líquido, 6 partes; alcohol concentrado, 2. Lícuese á un calor suave y fíltrese, y después añádase: aceite de sésamo, 1 parte. — *F. Helv.*

**LINIMENTO ETereo.** — Eter acético, 80 gramos; tintura de acónito, 15; tintura de raíz de árnica, 5.

En unturas contra los dolores neurálgicos. Cúbrase la región friccionada con franela y tafetán gomado.

**LINIMENTO DE EUCALIPTO.** — Esencia de eucalipto, 12 gotas; aceite de olivas, 84 gramos; vaselina, 28. — *H. Women*.

**LINIMENTO EXCITANTE.** — (a) Amoníaco, 1 parte; aceite de almendras, 8; alcohol de Fioraventi, 8; alcohol alcanforado, 3. — *F. Franc. de 1866*.

(b) Tintura de cantáridas, 15 gramos; alcanfor, 2; aceite de almendras, 120; jabón oficial, 30. M. s. a.

Aconsejado en ciertas formas de reumatismo muscular. — *Chomel*.

**LINIMENTO EMOLIENTE LAUDANIZADO.** — Ungüento de altea, 15 gramos; aceite de olivas, 15; láudano líquido, 4. Mézclense.

Cuando los dolores son intensos. — *H. de M.*

### Esponjas para el Baño.

Una parte de la prensa americana se ha ocupado recientemente de la manera como se pescan las esponjas, cuyo asunto interesa á los farmacéuticos que en general venden el artículo, y de igual manera á los profanos por la curiosidad que despierta. Se sabe que la estructura de la esponja está formada por ciertos animalitos marinos de especies inferiores que viven en los mares tropicales y se hallan cerca de la costa. La esponja está de ordinario adherida á rocas ó piedras, y por esta causa es á veces difícil y hasta peligroso pescarlas, siendo necesario buscar, esto es, bajar á lo fondo del mar, lo que verifican los naturales de ciertos países calidos, sin calarse vestido de buzo; llevan una piedra para ayudarles á sumergirse y una red cogida alrededor del cuello. A la piedra atan una cuerda con la cual se comunican con la superficie en que está la lancha. El buzo antes de arrojar al mar, toma mucho aire en los pulmones. Permanece en el agua, recogiendo esponjas, de tres á tres minutos y medio. Tan luego como siente la necesidad de respirar, tira de la cuerda y los compañeros lo suben.

Pero trabajar debajo del agua sin vestido de bucear es peligroso. Si no hay mucha profundidad de agua, el buzo vuelve en sí después de efectuar algunas aspiraciones, pero tratándose de una profundidad de 60 á 80 metros á que á veces se arriesgan los buzos, cuando éstos son traídos á la superficie se hallan en tal estado de colapso que no se reponen por algún tiempo. Tienen los pulmones congestionados y algunas veces sangran por la boca y la nariz. Este desangre comunemente se cree necesario cuando por primera vez en la estación se emprende el buceo. La piel del buzo se deshace en escamas, particularmente en los hombros, cambia de color el cabello, etc.

Más ventajoso es por cierto calarse el vestido regular de los buzos, porque de esta manera el pescador puede permanecer más tiempo en el agua con menos riesgo, y buscar con más cuidado las esponjas. Hay buzo que permanece casi una hora sumergido á una profundidad de 30 á 40 metros, pero á continuar por más tiempo, los pies se le ponen entumecidos y siente dolores en el estómago, etc. Aun entre esos buzos ocurren accidentes fatales con frecuencia por causas imprevistas.

Cuando se han descargado las esponjas en la costa, ó bien se las amasa con los pies ó se las bate con una tranca hasta que se desprenden las masas viscosas á ellas adheridas. En algunos lugares se rescriegan con arena ó se tienden sobre cuerdas, colgando en el mar para que con el vaivén de las olas y el viento se laven. No estando bien lavadas las esponjas despiden un olor de pescado desagradable, causado por los organismos que quedan en las celdas. Luego se procede á secarlas y en este estado se mandan al mercado. Los tratantes de mala fe espolvorean las esponjas con arena para aumentar su peso, que es la manera usual de venderlas. Las esponjas más grandes pesan de cinco

á seis libras. La cantidad que un pescador experto obtiene en un día de trabajo afortunado es de 100 á 150 libras, siendo el precio recibido sobre 8 dracmas (en moneda griega) por libra, después de limpias y secas.

El blanqueo de las esponjas es relativamente un procedimiento nuevo, el que se aplica á las mejores clases. Colócanse al sol, en un día muy claro y se tratan bien con agua salada, bien con productos químicos. A veces se les somete á una solución de sosa caliente para resblandecerlas y afinarlas. Después se lavan bien, y las partículas yesosas que naturalmente contienen se disuelven con ácido hidrocórico diluido. Terminada esta operación se colocan las esponjas en una solución de hiposulfito de sodio conteniendo algún ácido hidrocórico. Pero, con todo, es un hecho que el blanqueo de las esponjas acorta su duración, y su textura queda algo menoscabada.

La pesca de las esponjas florece especialmente en las costas del Mediterráneo, y en algunas islas del mismo mar. Está sumamente desarrollada esta industria en el litoral de Grecia, Dalmacia, Asia Menor, Siria, Túnez, Trípoli, etc., de cuyos puntos se exportan esponjas anualmente por valor de muchos miles de pesos. Probablemente los centros más importantes para el comercio de esponjas son Marsella, Esmirna y Trieste. Considéranse de segunda importancia Trípoli, Génova y Venecia. Otro centro para esponjas, aunque de menor importancia, son las Bahamas.

En un artículo publicado en una revista americana (*Harper's*) Furlong describe la vida de los pescadores de esponjas. Dice que de 700 pescadores griegos que exploran las costas de Trípoli, de 60 á 100 mueren anualmente y apenas si ninguno de ellos se sustrae á una muerte violenta cuando se dedican toda la vida á esta industria. El peligro yace en la alta presión debajo del agua y en la subida repentina á la superficie cuando la presión disminuye rápidamente. Hallándose en esta situación el buzo pierde el sentido, y algunas veces tiene paralizados los miembros hasta que vuelve á penetrar en las aguas y va al fondo. Generalmente trabajan de la salida á la puesta del sol, en los meses de abril á octubre, y no interrumpen sus tareas aunque reine una tempestad. Ganan de \$200 á \$600 al año, y por lo regular pasan el invierno en sus aldeas viviendo de lo que ganaron en el verano. Se alquilan á capitanes de buques, quienes á menudo los tratan como esclavos para así poder darles menos salario. Dícese que si un buzo no saca del fondo del mar bastantes esponjas, el capitán lo hace permanecer en el fondo no obstante las señales de aviso para que lo suban. El aire caliente que se introduce á bomba en los pulmones de esos buzos en los países tropicales no los refresca, de aquí que se cansen rápidamente.

Cuando usamos una esponja en nuestro baño diario, pocos de nosotros nos damos cuenta de cuán difícil es obtener este artículo tan útil, y de las vidas que se sacrifican anualmente para la comodidad y ayuda de la

### Exito muy Merecido

Hemos recibido la siguiente carta del profesor J. H. Beal, dean de la Escuela de Farmacia del Colegio Scio, en el pueblo de Scio (Ohio), antiguo presidente de la Asociación Farmacéutica Americana, y presidente en la actualidad del Consejo de ese Cuerpo, y vicepresidente de la Junta de Curadores de la citada Asociación. Dice así:—

Sr. Director:

El AMERICAN DRUGGIST, correspondiente al 13 de noviembre, que acabo de recibir, es un número altamente interesante é importante á la vez, por cuyo motivo desearía poseer uno ó dos números más.

Las Notas sobre Nuevos Remedios encierran un valor especial, y todo me induce á expresar mi aprecio del periódico por estar repleto de noticias y de datos los más modernos, y ser una publicación valiosa que siempre se lee con interés, y es útil á la vez al farmacéutico y á la profesión en general.

Deseando la continuación del éxito que ha alcanzado y que tanto se merece, me despido, con saludos á sus dignos directores.

Su afmo. y seguro servidor,

J. H. BEAL.

Scio (Ohio), nov. 13 de 1905.

### Esparadrapo Líquido

E. Dwight Kendall, de Nueva York, dice: «Los fluidos viscosos que se emplean como capa protectora cuando se aplican á heridas, contusiones, rasguños de la piel, al igual que para barnizar artículos de madera y otros materiales, para telas impermeables, para charolar superficies de metal y para otros fines industriales, y los cuales bajo nombres comerciales se han colocado en el mercado á intervalos por muchos años, consisten esencialmente de celulosa nitrada en diferentes menstrosos.»

Después de referirse Mr. Kendall á la historia del algodón pólvora y detallar un procedimiento propio para hacerla, que apenas si difería del oficial, sienta el hecho que el primer solvente conocido para piroxilina fué una mezcla de éter etilo y alcohol etilo, habiéndose dado el nombre de colodión á la solución. El artículo, dice, se vendía como colodión Maynard, y como cutícula artificial para cortaduras, quemaduras y rozamientos, pretendiendo que su notable fuerza contráctil al secarse unía los labios de la herida, ayudando á ésta á cicatrizar de primera intención; pero, en una ocasión (1847-8), después de haberse aplicado sobre la superficie de una mano lastimada de varias pulgadas cuadradas, la contracción excesiva de la película causó mucho sufrimiento, demostrando ser un inconveniente serio. El autor, estudiante entonces en la Escuela de Ciencias Laurence (Harvard) después de hacer varios ensayos averiguó que este defecto se remediaba con la adición al colodión de un pequeño porcentaje de aceite de ricino.

Después de hacer una corta digresión añade el autor:

La adopción del colodión en la fotografía fué un adelanto importante. Al rededor del tiempo en que se menciona, un periódico científico que se recibió directamente en el laboratorio, contenía esta simple relación: «El colodión se ha empleado como sustituto de la albúmina en fotografía. El mismo día teniendo

### RA AHUYENTAR MOSQUITOS

afra. ....  
intergreen, de cada uno, partes iguales.

.: Aplíquese á las partes expuestas del  
s aceites de cayeput y de orégano son tam-  
icaces, aunque el olor es más bien desagra-  
— *Journal Tropical Medicine.*

el autor colodión á mano, lo iodizó inmediatamente, dió una capa á una placa sensibilizada, obteniendo un negativo de Gose Hall. Este fué indudablemente el primer tiempo en que el colodión se usó en los Estados Unidos.

Las proporciones de alcohol y éter para un solvente de piroxilina pueden cambiarse mucho, mientras que la cantidad relativa de piroxilina que se emplee se determinará por la viscosidad que se necesita. Considéranse proporciones aceptables 100 volúmenes de éter por 40 volúmenes de alcohol (con preferencia absoluto). Otros solventes de piroxilina son acetono (y homólogos) varios éteres simples, alcanfor en alcohol absoluto, etc. El acetono, siendo barato, se emplea en cantidad considerable, algunas veces con la adición de alcohol metilo, también por su baratura. Para aplicaciones epidérmicas el colodión de éter-alcohol es el mejor emplasto líquido, porque no es irritante, y el solvente evapora tan rápidamente, que basta algunos minutos para aplicar con éxito varias capas para reforzar la película, que es muy adhesiva. La piroxilina puede emplearse como laca ligera, como barniz espeso ó sólido plástico.

### NOTAS COMERCIALES

— Probablemente el renglón más popular de perfumes, jabones y artículos de tocador manufacturados y vendidos en los Estados Unidos es el que sale del tan conocido establecimiento de Solón Palmer, de Nueva York. La casa tiene una agencia regular en Buenos Aires (República Argentina), para la venta de sus apreciados productos. Como el fabricante de los mismos es ya antiguo, sus artículos tienen cada día más salida y por esto les tendrá cuenta á los farmacéuticos de México y Centro-América familiarizarse con estos efectos y darlos á conocer á su clientela.

— Como todo lo bueno se abre paso, no cabe dudar que un día en este país y un día en otro, los productos de The Martin H. Smith Company Glico-Heroina y Ergoapiol llegarán á conocerse bien y apreciarse como se merecen. Su venta en los Estados Unidos y otras partes del mundo es considerable. Si entre nuestros lectores del ramo de farmacia hubiese alguno que no tuviese existencia todavía de esos productos, creemos le tendría en cuenta ponerse en relación con los fabricantes, quienes, por otra parte, anuncian bien para darlos á conocer.

— La Creta Inglesa Preparada de Thomas, está admitida como tipo en los Estados Unidos, y se da á conocer rápidamente en los países españoles. Cualquiera de nuestros lectores del ramo de farmacia puede procurarse muestras de este artículo para distribuir las, dirigiéndose al efecto á la Thomas Manufacturing Company, Baltimore (Maryland), E. U. A. Se pone esta creta en cucuruchos apropiados, en colores blanco y rosado, y se envasa en cajas de madera de ocho libras. Puede emplearse para todos los fines farmacéuticos y del tocador, y constándonos que el artículo es de primera calidad, lo recomendamos eficazmente á nuestros lectores.

— E. S. Wells, químico fabricante, cuyo establecimiento está en el No. 710 Grand Street, Jersey City (Estado de New Jersey), propaga en los países españoles una preparación eficaz para el exterminio de ratas é insectos. El anuncio del fabricante se hallará en la sección correspondiente de este número. Para anunciar tan útil artículo, Mr. Wells envía una hermosa litografía de colores, que atrae seguramente parroquianos. Corresponderá con gusto con cualquiera de nuestros lectores que creyese conveniente hacerse cargo de este renglón para su venta.

**DOLORES DE EXPOSICION AL SOL Y OTROS.**—Para el dolor y la pirexia causados por exposición á los rayos del sol, tan comunes en este país, y particularmente en nuestras grandes ciudades durante el solsticio de verano, las pastillitas de antikamnia, además de los baños de ducha fríos, constituyen el mejor remedio. Reducen la temperatura, aumentando la radiación del calor del cuerpo y disminuyendo la producción del calor. Estimulan el sistema glandular, particularmente las glándulas sudoríficas. En muchos casos su acción diaforética es fenomenal. Obran cual un analgésico amortiguando las sensibilidades del vaso-motor y de los nervios sensorios. Parecen aquietar los centros gangliónicos de todo el sistema nervioso, y la acción que ejercen en el cerebro es muy nimia, esto es, no atontan ó hacen perder el sentido. No parecen perturbar tampoco los riñones. Producen excelentes efectos en casi todos los desarreglos neuróticos, y en la terapéutica ocupan un puesto permanente. Están indicadas en los dolores solares, cefalalgia, neuralgia, ataques de reumatismo agudo, ciática, dismenorrea, irregularidades y todos los estados dolorosos. En el tratamiento de aquellos estados en que importa administrar quinina, se hallará que las Tabletas de Antikamnia y Quinina producen buenos efectos. La antikamnia, á parte de aliviar el dolor, previene todo trastorno del sistema nervioso, que es tan frecuente con la quinina. Para muestras, materia impresa y precios dirigirse á la Antikamnia Chemical Co., St. Louis (Missouri), E. U. A.

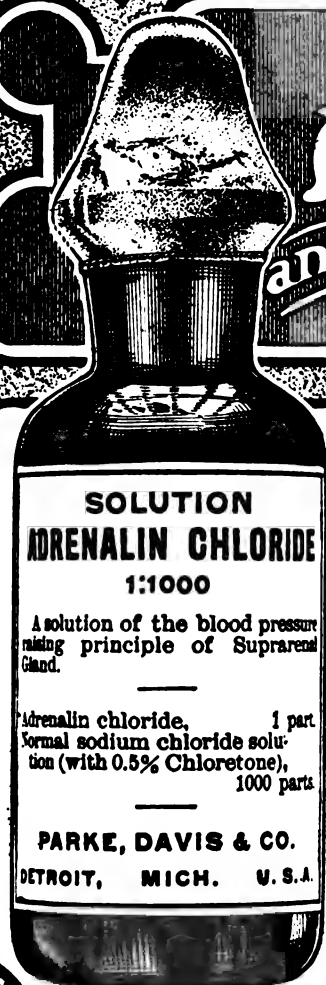
**OTRO VENDEDOR SILENCIOSO.**— Muchas son las navajas que hay en el mercado poseyendo cada cual más ó menos excelencia; pero la que parece haber alcanzado mayor popularidad y venta más extensa es la Gem Safety Razor, esto es, la joya de esta clase de navajas, instrumento á estas horas muy conocido en todo el mundo por su sencillez y excelencia de fabricación, su afinación exquisita, y especialmente por el fino temple de su hoja. Tiene el filo vaciado, cual la antigua hoja de Sheffield. Ya se venden en todas las farmacias estas navajas, dejando el suficiente provecho al detallista.

Si es que ha habido ninguna queja en seguida de la venta de una navaja Gem, estas quejas han sido siempre en menor número que de otras navajas de seguridad.



El grabado del «Vendedor Silencioso» que aquí se da, muestra un estuche bien lleno de la Gem Cutlery Company, del No. 34 Reade Street, Nueva York, cuya Compañía hace al farmacéutico al por menor una proposición muy apetecible para todo pedido inicial que se le haga. El contenido del estuche consistente en dos juegos No. 2, un juego No. 3, un juego No. 4, y tres navajas extra, valuados en \$37 al detalle, se da al recibo de \$20, que es menos que el precio al por mayor, sin cargar por el envío. Sólo un estuche á cada farmacéutico. Mencíonese el AMERICAN DRUGGIST al hacerse la compra.





# POWERFUL Astringent and Hemostatic

## HAY FEVER.

**S**OLUTION ADRENALIN CHLORIDE controls Hay Fever better than any other agent. By its prompt astringent action it reduces the congestion and swelling of the mucous membranes of the eyes, nose, etc., and checks the profuse secretion. It allays the sense of irritation and thus controls paroxysms of sneezing.

The method of treatment is this: *Solution Adrenalin Chloride* is sprayed into the nose by means of a hand atomizer adapted to the use of aqueous liquids, the 1:1000 Solution being first diluted by the addition of four to five times its volume of normal salt solution.\* Two or three applications daily usually afford complete relief.

In view of an early demand for *Solution Adrenalin Chloride* we urge immediate orders for supplies.

PRICE TO THE TRADE, NET, \$0.85.

\*Normal salt solution is readily prepared by dissolving one of our Compressed Tablets Sodium Chloride (No. 365) in four fluidounces of distilled water.

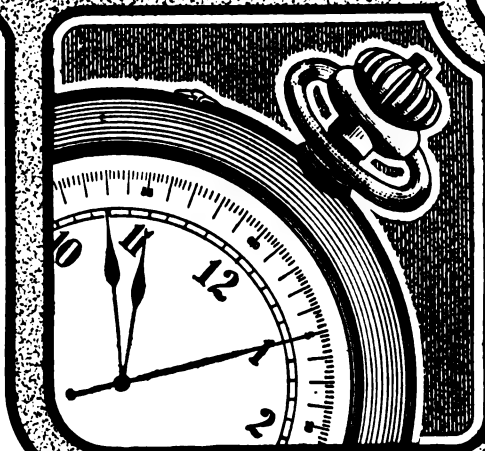
## 5 SECONDS BY THE WATCH!

**P**PROMPT and complete solution of its components is what the physician requires in a hypodermatic tablet. Flying to pieces when thrown into water is not sufficient. Many hypodermatic tablets do that, their undissolved particles settling to the bottom. Mere disintegration!

*Parke, Davis & Co.'s hypodermatic tablets* dissolve freely and fully, forming a clear solution, without residue. If you have the slightest doubt of it, drop one into a syringe half filled with lukewarm water and shake vigorously. In five seconds (or less) it will have dissolved completely.

NOTE.—Our hypodermatic tablet vials contain 25 tablets—not 20, as supplied by some other manufacturers.

ALWAYS SPECIFY "P., D. & CO." WHEN ORDERING.



# PARKE, DAVIS & COMPANY.

### Proprietary Medicines and Trade-Marks.

Proprietary medicines are not legal in France, but they are tolerated. French law has until recently been undecided on the point as to whether a trade-mark should be considered as independent of the product to which it is applied or if it should follow the fate of the product itself in case of litigation. It is now laid down as a point of law, says the Paris correspondent of the *Chemist and Druggist*, that the trade-mark is independent of the product, and thus it comes about that in respect to medicines, though officially illegal, the proprietor can claim protection on the matter of the trade-mark where he can obtain none for an imitation of the article itself as a secret remedy. The first definite judgment of the separation of the trade-mark from the product in France was given at Béziers on March 15, 1904, in favor of the proprietors of Goudron Guyot, and in respect to that there has been a probability of an appeal at the instance of the anti-patent medicine party in France, who could apparently make a rather good case as the law stands.

### How to Win Trade in Mexico.

Under date of May 8, 1905, United States Consul-General Richard Guenther, of Frankfort, Germany, transmits the following translated paragraph from a recent report of the Austrian Consul at Monterey, Mexico, relative to trading with Mexico:

The Mexican business man is the peer of any one in point of integrity. There are some exceptions, but not more numerous than in any other country. The exporter must reckon as an important matter the fact that the Mexican lays stress upon being treated as a gentleman. He uses the greatest politeness in his intercourse, especially with strangers, but in return he expects the same treatment. He does not like to be dunned, even if behindhand in his payments. The most important requisite for doing a successful export trade in Mexico is to have suitable representatives there who know the customs and conditions of the country, and who, above everything else, can make themselves liked by the customers. All correspondence with Mexican firms should be in the Spanish language, catalogues, etc., should be in Spanish, and prices ought to be stated in terms of United States or French currency.

### First Commencement of the Winona School of Pharmacy.

The first commencement of the Winona School of Pharmacy took place at the school grounds in Indianapolis on June 9. Fifteen students received diplomas. The principal address of the evening was made by A. F. Potts, president of the Commercial Club of Indianapolis, on the Great Men of To-Day. He said that the lawyer was no longer held up as the model man of the community and was no longer the guiding star of youth. "Far greater," said he, "is the great engineer or architect or craftsman who designs and executes some vast work from its inception upon the blank sheets before him to the massive, symmetrical building that towers skyward, or the beautiful bridge that spans the flowing stream. Greater the student who forces nature to give up her secrets in the laboratory and combining this and that separate element produces a chemical force."

Mayor Holtzman delivered an address in which he complimented the school for its work during the first year. Hugh Hanna, of the Executive Board, presented the diplomas.

The school is a department of the Winona Technical Institute, the grounds for which were purchased in March of last year at a cost of \$154,000. Since that time \$68,000 has been expended for equipment on the four schools of pharmacy, electric lighting, lithography and sign painting. A guarantee fund of \$100,000 has been subscribed by the directors to insure its work during the next year. The following graduates received diplomas: A. C. Cornet, N. R. Conwell, J. R. Ergenbright, N. W. Long, J. L. Mauk, Roy McClain, W. G. Miller, J. V. Riesa-beck, Elsie Stutzman, Lotta Vaughan, E. Turner, Lewis Twents, Edward Wagner, P. Weekly and E. Weekly.



CLARENCE G. DIXON.

Secretary of the Butler County, Pa., Retail Druggists' Association.

Clarence G. Dixon, whose portrait is shown herewith, is the active and accommodating secretary of the Butler County (Pa.) Pharmaceutical Association, and a hustling N. A. R. D. man. He has been putting forth special efforts of late to interest his fellow druggists in association work, and has succeeded in securing many new members for the State association. He is the proprietor of the Dixon Pharmacy, at Butler, established by him about three years ago, immediately after he graduated from the Western University of Pennsylvania.

### College Attendance to Count as Experience.

A movement has been begun looking toward making two years of college work count the same as experience in the four years' practical experience required under the Illinois pharmacy law, and President James, of the University of Illinois, has asked the opinions of a number of leading pharmacists in the following circular letter:

URBANA, ILL., March 23, 1905.

My Dear Sir:

The State Pharmacy law of Illinois at present requires that a young man shall have four years' practical experience in a drug store before being admitted to the State examination. The proposition has been made to the university to introduce a law into the Legislature permitting an apprentice to present two years of attendance at a school of pharmacy in lieu of two years in a drug store, so that the requirement of the law would read "either four years' practical experience in a drug store or two years' study in a school of pharmacy and two years' practical experience in a drug store."

I should be glad to know what your personal opinion may be as to the desirability of such a change in the Pharmacy law.

We intend to make the School of Pharmacy of the University of Illinois a thoroughly efficient institution, and we shall hope in this way to make it well worth the while of a young man to spend part of his apprenticeship period at the school; but I am not certain in my own mind as to the reasonable and proper action for the university in this matter of a change in the Pharmacy law, and I should therefore be greatly obliged to you for your opinion upon the subject.

Faithfully yours,

EDMUND J. JAMES.

### Registered in Illinois.

At the last examination conducted by the State Board in Chicago the following passed:

Registered Pharmacists.—P. T. Blount, S. M. Edison, A. J. F. Feuerbacher, V. C. Free, J. H. Gillis, A. H. Coette, John Gross, E. E. Jacobshagen, F. F. Krueger, Jos. F. Moell, C. W. Moors, L. I. Mulvey, Thos. J. Peters, Chas. Ruben, H. H. Todd, H. B. Vause, C. A. Walters, J. H. Wehrley.

Assistant Pharmacists.—C. E. Batterton, A. E. Bennett, R. W. Chilcote, L. E. Wnals, W. C. Fosselman, L. B. Fox, Henry Getzloff, C. A. Gunning, F. J. Hagen, M. G. Johnson, Wm. Kraemer, Ferdinand Nitzky, A. J. Nordling, Edw. Olaszewski, A. J. Roberts, Harry Rubenstein, I. C. Schimelfenig, H. G. Schmits, A. H. Schwartz, F. B. Stromer, Fred Wiltger, John B. Wiltger, J. P. Yochem.

Registered Pharmacists, "Time Service."—L. P. H. Bjorkegren, J. F. Friesen, H. F. Holden, Wm. Ouda, Lucy A. Prohaska.

### An Incurable Complaint.

There's one complaint the best M.D.  
Finds quite beyond his skill,  
And that's the one his patients make  
When he sends in his bill.

—Philadelphia Bulletin.

# To the Retail Druggist

WRITE  
"Merrell" and the results will please you.  
ON YOUR ORDERS

Are you seeking a prescription business?

Do you encourage your local physician to buy at home?

When you order supplies have you in mind trade of the highest class?

Is it not a vital element of success to have on your shelves pharmaceutical preparations to which **no exception** can be taken, either as to quality or price?

Maintenance of quality under **all circumstances** is to be commended. Hence in offering 40% discount on Fluid Extracts, Tablets, Pills, Elixirs, etc., the "Merrell" quality, developed through three generations, will be scrupulously adhered to. Trade conditions, affecting the wholesale and retail druggist, as well as the physician, call for a new order of business with the manufacturer; but no competition will justify the tendency to lower the standard of quality and to reduce prices in order to sustain volumes of sales. The same wholesome business policy which has kept the Merrell Company in the front rank for 75 years will be maintained, and we ask the support of the drug trade, with the assurance that the same regard for the quality of our productions, whether general competitive lines or special preparations which we control, will be given as in past years.

Kindly specify "Merrell" on your orders to jobbers. They will be supplied at 40% discount from "line" goods, and you will be satisfied with your action.

Yours to command,

## The Wm. S. Merrell Chemical Co.

New York

Cincinnati

San Francisco

## THE SOUTH.

**Advancing Price of Cotton Helps the Drug Trade—Adam Wirth Succeeds W. P. Taylor on the Louisiana Board of Pharmacy.**

(From Our Regular Correspondent.)

New Orleans, La., July 8.—In so far as her drug trade is concerned New Orleans has seen little unusual in the last two weeks. Trade has picked up somewhat and is now, both in the city and country, very good. The increase in the price of cotton has had a favorable effect in the country and a number of good influences have made themselves evident in the city trade.

## ADAM WIRTH ON THE BOARD OF PHARMACY.

An important change in the *personnel* of the Louisiana State Board of Pharmacy was made recently by Governor Blanchard when he appointed Adam Wirth to succeed W. P. Taylor, resigned. Mr. Wirth is well and favorably known in this city, and his friends feel that in appointing him on the State Board Governor Blanchard has bestowed upon him a deserving honor.

## NEW ORLEANS NEWS NOTES.

Ben Levy, buyer for the Druggists' Sundries Company, has returned from New York, where he spent three weeks buying a fine line of sundries for his house.

P. A. Streck has opened a handsome establishment in Claiborne avenue. It is in a desirable location and promises to become a flourishing enterprise.

The Steinau Drug Company has succeeded Henry Danne-mann in his handsome St. Charles avenue drug store and will henceforth operate that establishment.

Charles Ammen's drug store at Jackson avenue and Pry-tania street has been taken hold of by the Charles Ammen Company, Limited. This is one of the stand-bys of the Fourth District.

## SOUTHERN NEWS ITEMS.

Walker & Murray have succeeded the Christian Drug Com-pany, of Ensley, Ala.

Martin's Drug Store, an old established pharmacy of Brook-haven, Miss., has been advertised for sale.

Manning N. Christian is in charge of the prescription de-partment of E. B. Norton's Drug Company at Birmingham, Ala.

Baykin & Stuart, of Jeanerette, La., recently established a branch store in the eastern end of that progressive town. Both their stores, it is stated, are meeting with success in every way.

Charles M. Dospit, a popular young druggist of Houma, La., was recently happily married to Miss Lula G. Kohn. The wedding was largely attended and the young people were well remembered by their many friends.

The Mississippi Pharmaceutical Association will meet at Crystal Springs July 17. At that time the State Chautauqua will be in session, and it is said no more desirable time could have been selected for the meeting. At this meeting a good deal of important business will be transacted. There are said to be any number of new applications for membership in the hands of the secretary.

After many years J. W. McCorkle, of the old and favorably known concern of Meridian, Miss., the McCorkle Drug Store, has retired and his establishment has passed into the hands of E. E. Hammond, who for some time has been inter-ested in it as sort of partner with Mr. McCorkle. The latter is now enjoying a much needed rest. Mr. Hammond bears an enviable reputation in his town and throughout the adjacent territory.

## The Graduating Exercises at Vanderbilt University.

The commencement exercises of the department of phar-macy of the Vanderbilt University were held in the university chapel on Wednesday morning, June 21, the following gradu-ates receiving diplomas:

Garrard M. Barrett, Henry A. Buchi, William L. Flake,

John W. Harding, William T. Koch, Isaac M. McSwain, Toy E. Morris, Gilbert S. Stovall, James C. Ware and Putnam D. Whetstone.

## Hints to Buyers.

Ammonol, the well-known antipyretic, may be obtained in a number of different combinations, as may be seen by referring to the advertisement of the Ammonol Chemical Company in another part of this issue.

First-class prescription corks, machine cut, may be had of Justus Brauer & Son, 248 North Front street, Philadelphia. Goods up to standard and all full count can be looked for at the hands of this thoroughly reliable concern.

Merck's chemicals are always a safe specification in ordering such goods from the jobbing trade. Special attention is called to Merck's Morphine Sulphate. The advertisement of the house will be found in this issue.

We invite the attention of our readers to the advertisement of E. S. Wells, of Jersey City, N. J. "Rough on Rats" is intimately and favorably known in all parts of the country, and the druggist who fails to carry it in stock is neglecting a busi-ness opportunity. A large colored lithograph may be obtained by addressing the advertiser.

All druggists should be interested in Eskay's Albumenized Food, manufactured by Smith, Kline & French Company, of Philadelphia. This is admitted to be the ideal food for feeding infants in summer weather. By reading the company's adver-tisement and addressing the house by letter certain material advantages are to be had by which the businesslike druggist makes money.

"Montserrat" Lime Juice is undiluted and consequently a very much smaller quantity of it is necessary than in the use of many other brands in the market. It has the delicate flavor of the lime without any of the disagreeable musty flavor so common in inferior preparations. It is not only of a high pro-portion of citric acid, but is absolutely and invariably uniform. Evans & Sons, Limited, of Liverpool and London, are actively pushing this brand in America through their branch at 133 William street, New York.

There is one laxative suitable for pregnant women and its name is Abbott's Saline Laxative. Every one knows the danger of irritating the uterus and causing premature delivery, even by the use of so mild an agent as castor oil. Magnesium citrate was formerly employed, but it is difficult to procure a chemically pure article, and at any rate it is expensive and has to be sent for when needed; whereas the saline is handy, cheap, agreeable to the most squeamish taste and effective, without the slightest irritation.

The following editorial appeared in the N. A. R. D. Notes for April 22: There is no reason why any member of the N. A. R. D., or any retail druggist who is interested in increas-ing his profit, should handle any other dyes than the Wells & Richardson Company's Diamond Dyes. Diamond Dyes have been the standard dyes for twenty-five years. They have been the only dyes in which large sums of money have been con-stantly spent in advertising and that there has been a real de-mand created for, and in placing Diamond Dyes on the direct contract and serial numbering protective basis the Wells & Richardson Company made as great a concession to the N. A. R. D. and to retail druggists of America as any concession that has ever been made. The prices and discounts on Dia-mond Dyes are, we believe, absolutely fair. They are quick, ready sellers, and we can see no reason why any retail druggist should handle any other dyes. The Chicago R. D. A. Executive Board at its April 18 meeting strongly indorsed these dyes, calling upon its members to push them vigorously and in prefer-ence to all others for the reasons above stated. The Chicago example is a good one to follow.

# LAXATIVE BROMO QUININE

## ON THE DIRECT CONTRACT, SERIAL NUMBERING PLAN.

Among the universally sold articles—the staples in the Drug line during the past ten years, none has received greater support of the entire Retail Drug Trade than **LAXATIVE BROMO QUININE**.

The manufacturers fully appreciate this, and in keeping with the policy of allowing from the beginning a profit of one hundred to one hundred and thirty per cent., **LAXATIVE BROMO QUININE** has been placed on the **DIRECT CONTRACT SERIAL NUMBERING PLAN**, as the best discovered means of assisting every legitimate Retail Druggist to maintain this profit under the conditions which he now has to face.

At great expense, not only of money but most complicated labor, the manufacturers have been proceeding quietly for some months to put this plan in operation. A majority of the druggists throughout the country already have signed and returned the contract and the names of hundreds of other druggists who sign and return the contract are being added to the list every week. The results obtained up to this time insure success to the effort, and in order to make the Plan effective to the greatest possible degree, it simply remains for every Retail Druggist to realize that his individual co-operation is essential. Every Druggist who has not signed and forwarded the contract on **LAXATIVE BROMO QUININE** should take such action immediately.

If a supply of **LAXATIVE BROMO QUININE** is needed or if the stock on hand will permit it, the extraordinary **DATING OFFER** now in force enables the Druggist to purchase a quantity of **LAXATIVE BROMO QUININE**, obtaining the regular free goods, to be delivered at once and invoice dated November 1st, 1905, for cash discount.

## LAXATIVE BROMO QUININE

Price \$1.75 per dozen.

|  |                                  |
|--|----------------------------------|
| 6 dozen lots, 1 dozen free, . . . . .                          | Cost \$10.50 or \$1.50 per dozen |
| 12 dozen lots, 2 dozen free, 5 per cent. trade discount, " "   | 19.95 or 1.43 " "                |
| 36 dozen lots, 6 dozen free, 8 per cent. trade discount, " "   | 57.96 or 1.38 " "                |
| 60 dozen lots, 10 dozen free, 10 per cent. trade discount, " " | 94.50 or 1.35 " "                |

All Wholesale Druggists will accept orders under this **DATING OFFER**.

## PARIS MEDICINE COMPANY,

SAINT LOUIS AND LONDON.



### Syringe Boxes.

When you are in the market for syringe boxes made of white-wood, bass, oak, ash, etc., or for any other kind of fancy wood boxes, first-class work, low prices and prompt shipment can be had by dealing with the Henry H. Sheip Mfg. Company, 529 Columbia avenue, Philadelphia, Pa.

### Important Reduction in Price.

The Mallinckrodt Chemical Works announces that it has made a reduction in the price of the "M. C. W." brand of hydrogen dioxide, so that retailers may obtain it through the wholesale drug trade in competition with other brands which are sold direct to the retail trade. Druggists as a rule prefer to buy articles of this kind through wholesale houses in quantities as needed, and the reduced price of the "M. C. W." brand will enable them to do so.

The extensive sale of the "M. C. W." hydrogen dioxide in all parts of the country is doubtless due to three important facts—viz., that it possesses exceptional keeping qualities, a most desirable consideration in hydrogen dioxide; is free from acidity, and represents an exceptionally high degree of purity. The "M. C. W." dioxide has been the leading brand for many years and enjoys the full confidence of pharmacists and physicians.

### The Largest Contract for Carbonators on Record.

The Puffer Mfg. Company has just concluded the largest contract for carbonators ever placed. The Coca-Cola Company has purchased from it during the last winter and spring some 25 Faithful carbonators, which it has used in its various plants, and these have given such excellent satisfaction that it has just placed an order for 100 Puffer Faithful carbonators, which are to go to its bottling establishments all over the country. The order was placed through the Atlanta branch, the manager, W. B. Chase, being the successful salesman to land the order.

The Puffer Company is installing at the present time in the store of Henry Siegel Company, which is to be the largest department store in the city of Boston, and undoubtedly the most elaborate store of this kind ever fitted up, the largest and most expensive soda water apparatus ever built. Its appointments are complete and perfect in every way. The value of the apparatus is upward of \$30,000. It is built on the company's Constellation type; the syrups and beverages are cooled altogether by means of cold water from its private refrigerating plant, no ice being used in the apparatus at all. Its refrigerators for storage of bottled goods, etc., are cooled by means of the brine system. The apparatus is about 60 feet in length, and its furnishings are elaborate throughout in onyx, marble, metals and large mirror work. It should be seen to be appreciated.

The company has in process at the present time many new features for the coming season; many elegant designs for wall and counter apparatus, as well as its popular Constellation construction.

### California's New Industry.

The San Gabriel Valley Essential Oil Company, with its factory at Pasadena, Cal., is now known almost all over the world for its unexcelled flavors, known as Concrete Oleo Resins of Orange and Lemon, produced from the fresh fruit.

The increased demand for these flavors has necessitated the enlargement of the capacity of its plant and the employment of a very much larger force of hands than during the preceding year.

Its 'Oleo Resins have been recognized by the United States Government as original discoveries and patents allowed, which give the trade more assured confidence in their merits.

The company has also established an office at 97 Reade street, New York City, from which all shipments are made, where the jobbing trade can be supplied promptly.

This last move is a great advantage to the jobber, as it saves all the delay which was heretofore necessary when ordering from the coast.

This industry is one that has long been needed in California.

as besides giving the fruit growers a market for their oranges other than shipping East it gives employment to a great many hands.

It is believed by the San Gabriel Company that in due time the entire trade will recognize the superiority of American products and foreign orange and lemon flavors will be a thing of the past.

### Registered in North Dakota.

At a meeting of the North Dakota Board of Pharmacy, held at Fargo May 23-25, the following passed successful examinations:

Registered Pharmacists.—T. A. Findley, Westhope; E. Bennett, Willow City; J. G. Cowan, Carrington; E. E. Clemens, Jamestown; I. Bannister, Flaxton; A. S. Sigurdson, Valley City, and F. A. Scheele, Dasey.

Assistant Pharmacists.—J. C. Reinertson, Park River; A. L. Bachac, Fargo; E. Buck, New Rockford; W. R. Campine, Westhope; C. A. McKay, Langdon; H. N. Bjornson, Kulm; O. Almlov, Portal; H. T. Francis, Langdon; G. A. Richards, Granville; O. O. Slind, Sherwood; G. M. Shephard, Glasston; R. Swanlow, Milton; E. J. Skjold, Winnipeg, Man., and I. Hayes, Hecla, S. D.

The board has fixed September 19 for the next examination in Fargo.

### Millions of Coca-Cola Coupons to Build Up Retail Trade.

Possibly the most attractive piece of magazine advertising, and certainly one of the most expensive, that has ever been undertaken by any concern in this country is the one now being run by the Coca-Cola Company in practically all the leading magazines. This advertisement is in the form of an exceedingly handsome colored insert. This insert is an imported piece of lithographic work which is bound to attract the attention of all magazine readers. We are not informed as to how many of these inserts are being sent out, but from the number and circulation of the magazines in which we have seen it we would say that the number will run up into the millions. While the initial expense of this advertising will be enormous, it represents but a small proportion of the actual cost of the campaign. Every one of the inserts carries a coupon, and this when cut out and presented to any dispenser of genuine Coca-Cola will entitle the holder to one glass free, and the Coca-Cola Company stands ready to redeem these coupons at 5 cents each, the selling price of the drink, when returned to its office in Atlanta, Ga., with bill.

Now, not every one, of course, who sees this advertisement will take the trouble to cut it out and present it; but suppose that one person in two does it, that will mean that from three to five millions of these coupons will be redeemed, and this means just that much increase in business for the soda fountain owners. One million glasses of Coca-Cola at 5 cents each amount to \$50,000, and that represents an average of almost \$2 of business for each owner of a soda fountain in the United States.

This stupendous offer is not being put forth for just one month, but is to continue throughout the season. The Coca-Cola Company is actually sending millions of thirsty people a month to the soda fountains of this country to drink Coca-Cola at its expense, to say nothing of the actual amount of new business it directly represents. Think what it will be worth to have this many people sent to your stores. This sort of enterprise on the part of this company is deserving of the heartiest support and co-operation from the dispensers. They should display signs conspicuously about the front of their stores inviting holders of Coca-Cola coupons to drink at their fountains. A short ad in your local newspaper would bring persons to your fountain with these coupons far in excess of the cost of the advertisement.

### Ahead of Time.

The dry goods stores get out their show  
Of spring and summer wear  
About the time we're having snow  
And frost is in the air.

A magazine's a month ahead,  
No matter which you choose,  
And hardly are we out of bed  
When comes the evening news.

# The Lactated Food Proposition

There is a larger net profit in selling Lactated Food than can be made on any other standard food.

Lactated Food is on the \$2, \$4, \$8 schedule and is PRICE PROTECTED.

That is why our new Lactated Food proposition is making such a sensation among the aggressive retailers.

## HERE IS THE PROPOSITION

With a purchase of an \$8.00 quantity of Lactated Food we will mail to 20 of your customers, whose names you are to fill in on blanks we will furnish, a convincing booklet bearing your imprint and offering for free trial (on receipt of the postage) a 25c. package of this meritorious food; we will send, charges prepaid, for store advertising, 200 picture cards, with your name printed on them, 1 four-fold window display card and 25 Baby Booklets bearing your imprint.

*With a purchase of a \$16.00 quantity we will double the above special advertising offer and allow a discount of 5 per cent.*

**ORDER FROM YOUR JOBBER AT ONCE**

WELLS & RICHARDSON CO., Burlington, Vt.

**JUDGE by scientific methods  
and it MUST be**

# "Montserrat"

**"MONTSERRAT"**  
LIME FRUIT JUICE

**NOTE**—"MONTSERRAT" is undiluted. Use 30 to 50 per cent. less than that of other brands. Always uniform, always sound, no musty flavor.

**EVANS & SONS, Lim., 133 William Street, New York**

Liverpool, London, Eng., Montreal, Can.



There is a Sparkle and Dash to a Drug Store  
equipped with



**Andrews Steel Rod Furniture**

that makes it attractive to customers and secures and holds their trade—Cheerful people, the kind who spend money, like cheerful surroundings and go where they are to be found. Andrews Steel Rod Furniture for Drug Stores is cheerful, bright and attractive—Cleanly, convenient, inexpensive—The modern equipment for Drug Stores—Send for Catalogue.



The A. H. Andrews Co., 174 Wabash Ave., Chicago

## SAL HEPATICA

The Original Effervescing

**SALINE LAXATIVE,  
URIC ACID SOLVENT  
and ELIMINANT**

A Combination of Tonic,  
Alterative and Laxative Salts

similar to the celebrated Bitter Waters of Bohemia, fortified by the addition of Lithium and Sodium Phosphates.

\$2.00, \$4.80 and \$10.20 per doz.  
All Jobbers.

**BRISTOL-MYERS CO.**

Manufacturing Chemists

277-279 Greene Ave.

BOROUGH OF BROOKLYN, NEW YORK.



### Glycerophosphate Syrups and Elixirs.

In the preparation of syrups and elixirs containing the various glycerophosphates a difficulty has been that the lime salt is only soluble in 25 or 30 parts of cold water. For this purpose, therefore, Schering & Glatz's Duotonol is preferable. It is a 100 per cent. pure combination of the glycerophosphates of lime and soda, equal parts of each, and is soluble in ten parts of cold water. Glycerophosphate of soda alone is so hygroscopic that it can be marketed only in the form of a 75 per cent. aqueous solution, but in Duotonol it is wholly desiccated. Being in powder form, Duotonol may also be dispensed in capsules, in which it keeps well.

If it is necessary to clarify solutions of the glycerophosphates a small amount of citric acid may be added. Phosphoric acid, even in traces, should not be used, as it precipitates the calcium salt.

While the hypophosphites, as is shown in authoritative works on pharmacology, pass unchanged through the system and possess no therapeutic efficacy, the glycerophosphates are completely assimilated. They replenish the enervated cells with phosphorus in the form in which it is naturally present in the body, stimulate the appetite, improve nutrition, increase blood formation and augment rapid tissue interchange. They never cause depression.

### Thomas Stoddart is Honored in His Own City.

The Buffalo weekly newspaper, *Truth*, for May 20, has an unusually well written and interesting biographical sketch of Thomas Stoddart, Councilman of the city of Buffalo and past president of the New York State Pharmaceutical Association, from which we extract the following:

In 1854, in the picturesque town of Dumfries, Scotland, was born Thomas Stoddart, for long Councilman of the city of Buffalo, and for long before that one of its most successful and intelligent merchants, a man whose family have their roots deep in historic Scottish soil.

Mr. Stoddart was 15 years of age when he came to the United States, and at 17 was employed in the drug business in a subordinate capacity, a business which he liked and wherein for that and other reasons he has succeeded beyond the measure of most men.

The house of Stoddart Bros. has long been most conspicuous in the local trade, and is now known all over the United States. Twenty-eight years ago it was founded by the brothers constituting the firm—Thomas and Charles—and it has grown to mammoth proportions. Three years ago the firm bought the immense building which it now occupies at 86 and 88 Seneca street. Previous to that the business was conducted in comparatively cramped quarters at 84 Seneca street. In the new building, four stories high, 50 feet wide, and extending back almost 200 feet, the business has grown by leaps and bounds, and is already twice as large as it was when the new store was opened.

There is something sterling and honest in the Scottish character, something that rings true, that engenders trust and confidence. Councilman Thomas Stoddart and his brother Charles as well have this quality in marked degree. People trust them, have complete confidence in them, and it is no wonder that they have taken a foremost place among the leading merchants of Buffalo.

In many other ways Thomas Stoddart has found vent for his tireless energy. For a number of terms he was president of St. Andrew's Scottish Society, of Buffalo, and materially helped to place it in the proud position which it now occupies. He was president of the New York State Pharmaceutical Association for two years, served as chairman of the Legislative Committee of the National Association of Retail Druggists, and is a member of the American Pharmaceutical Association. He was first vice-president of the Independent Club before it merged with the Liberal Club, is now a member of the Liberal Club, Ellicott Club and other social organizations. In fraternal societies Mr. Stoddart has been very active. He was one of the founders of Waverly Lodge, A. O. U. W.; a charter member of Red Jacket Lodge, Independent Order of Foresters, and is now trustee of Queen City Council, Royal Arcanum. The foundation of one of the most stable and prominent of Buffalo's building and loan associations was laid by Mr. Stoddart many years ago, and as outgrowth of it there came several of the substantial building associations now in existence in the city.

This is a sketch of Councilman Stoddart's activities in business and other lines, but there is still another side to the char-

acter of the man. He who has to chisel out a way for himself, and to tread the path thereof with perfect fortitude, must necessarily have another side. Some years ago politics attracted Mr. Stoddart's attention, and he became Councilman of the city of Buffalo. In such capacity nobody has doubted his integrity, the voice of slander has not been raised against him. The people have had and have confidence in his integrity and purpose. He has been generally on the right side of public questions, by reason whereof his friends expect that he will some day be called to go higher. He has the necessary youth and honorable ambition to entitle him so to do. The demand of to-day is for virility and integrity in high office. Mr. Stoddart has both.

### The Harriman Lines.

In the years of his reign Edward H. Harriman is youngest among American masters of transportation. It is scarcely more than six years—February 1, 1898—since the reorganization of the Union Pacific was completed and Mr. Harriman and his friends took final and formal possession of it. Within that time he has risen to the very first rank of the powers in American railroading.

What, however, is of more vital matter, the record is that Harriman railroading has been uniformly good railroading. It will be difficult to point to a case in which, in Mr. Harriman's hands, a railroad or its public has suffered hardship, and the instances are marked in which the immediate benefits of his control have been, to both, enormous.

It is not, then, merely that Mr. Harriman is the owner of 17,000 miles of railroad—it is, rather, because every mile of road he owns stands for good railroading—that he is worth estimating. He took over the "Alton" when it had aged like a puff ball and was ready to dissolve into dust. For years it had been famed as an earner, and where 7 and 8 per cent. dividends were treasured as an annual return Alton stock was ranked with things celestial. Unfortunately, these really unusual distributions were effected by indefensible economies. Railroading should occupy at least as high an industrial plane as farming, and the farmer that would strip his land yearly of its total produce and give nothing back to the soil would hardly rank as a thrifty husbandman. Good farmers keep up their machinery, buildings and fences, they fertilize occasionally, but the Alton fertilizing was put wholly into dividends, and Mr. Harriman bought a road that had not alone let bridges, tracks and rolling stock run down, but had even sold terminal rights, while distributing 8 per cent. to stockholders. Without delay or hesitation he set about making of the Alton the best possible road of its class, and its class is the first. He has overhauled the system completely, and put it physically a little in advance of every competitor. To instance: for thirty years the Alton had been strong in a territory possessing the richest coal deposits in Illinois, and not until the Harriman forces took hold of the road had it ever developed a coal business. Not only has the new Alton been equipped with what it never before had, cars and motive power to handle this traffic, but its engineers, in rebuilding the line, show the lowest maximum grades from the Illinois coal fields into Chicago. Beginning with nothing, the new owners have within five years developed a coal traffic that already ranks second in volume among the soft coal roads of its territory.—From "*Strategy of Great Railroads*," by FRANK H. SPEARMAN. Published by Charles Scribner's Sons.

"Doesn't your husband care enough for you to quit smoking?" asked the caller, who doesn't mind starting trouble. "I think he does," answered young Mrs. Torkins, "and I care enough for him not to ask him to."—*Washington Star*.

### The Worm and the Germ.

(A South American scientist declares that tapeworm destroys the germ of consumption.)

The Tapeworm is a yard of gumption,  
Which, when he bites, he cures Consumption.

In dire and deadly grip he closes  
Upon the germ Tuberculosis.

What matter though the Tapeworm piles  
His calling till the Patient dies?

Since fell Consumption's been prevented,  
The Patient ought to die contented.

—Wallace Irwin, in *New York Globe*.

**BUY A GROSS—AND SAVE 5 and 2½ PER CENT.**

THE KIND YOU  
HAVE ALWAYS  
HANDLED

**CASTORIA**

IT PAYS  
TO HANDLE  
RELIABLE GOODS

\$33.60 Per Gross.

Jobbers Sell in Gross Lots,  
5 Per Cent. and 2½ Per Cent. OFF.

\$2.80 Per Dozen.

**THIS IS THE GENUINE.**

Send for Cards, Cartons and Counter Wrappers.

**THE CENTAUR COMPANY,**  
77 MURRAY STREET, NEW YORK CITY.

*Chas. H. Fletcher* President,

**BUY A GROSS AND SAVE 5 and 2½ PER CENT.**

—Who can't sell 12 dozen per annum?—

**MAJI—the Genuine Depilatory**

**MAJI—el Depilatorio Legitimo**

Every WIDE-AWAKE Druggist  
sells MAJI.

Because:

There is a big profit in selling it.

Because:

It does everything claimed and you  
can therefore GUARANTEE it.

Because:

Maji is the only Remedy that will re-  
move SUPERFLUOUS HAIR Pain-  
lessly, Quickly and PERMANENTLY.

Because:

You make a good friend of every  
woman to whom you sell a bottle.

Because:

Maji is heavily advertised and is  
never a "dead" article on your hands.

If you are not handling it now, put in  
a stock at once and do not send your  
trade away to your competitor.

Maji retails at \$1.00. Good adver-  
tising matter furnished.

Agents wanted. Exclusive Territory  
for sale.



No hay Farmacéutico DESPIER-  
TO que no venda Maji.

Porque:

Su venta deja un buen provecho.

Porque:

Realiza cuánto se anuncia, y puede por  
consiguiente GARANTIZARSE.

Porque:

Maji es el único remedio que quita el  
PELO SUPERFLUO sin Dolor, con Pron-  
titud y para SIEMPRE.

Porque:

No hay mujer á quien se vende un frasco  
que no lo aprecie.

Porque:

Maji se anuncia extensamente y nunca es  
un artículo "muerto" en vuestras manos.

Case de que aun no le vendieséis, conver-  
drá que os procuréis existencias antes de  
que vuestros parroquianos se vayan á vues-  
tro competidor.

Maji se vende al por menor á \$1.00. Se  
apronta excelente materia para anunciar.

Se necesitan Agentes. Puede compro-  
meterse territorio exclusivo.

**THE TURKISH REMEDY CO., 161 COLUMBUS AVE.,  
NEW YORK, N. Y.**

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

**The Powers-Weightman-Rosengarten Company Chemicals.**

In all of the chemicals which the Powers-Weightman-Rosengarten Company makes it aims constantly to put into their manufacture the highest skill and the most painstaking care in order that they shall go out absolutely up to the full requirements of the Pharmacopœia. It aims and intends that the purity and excellence of its chemicals shall be at least equal to any other goods to be found on the market. Owing to a custom which it has followed for very many years, of protecting, in so far as lies in its power, the interests of the legitimate jobbing trade, it refrains from approaching the retailer direct, for it has found, no matter how it words its advertisements, they lead to the receipt of inquiries for quotations or the tender of orders for quantities too small for the Powers-Weightman-Rosengarten Company to accept, if it would continue to follow the policy above mentioned. In many cases the applicants seem to feel that the quantities inquired for are really quite large. Possibly they may be to the applicant, but still may not be large enough to warrant direct dealing with the manufacturer. If, therefore, the individual orders are referred to jobbers, it is not because the company does not desire the trade of the retailer, nor does this indicate any lack of appreciation of the value of the retailer's good will; but such action is necessary because the entire organization of the Powers-Weightman-Rosengarten Company is so adjusted as to make it impracticable to deal direct with any save the dealers in very large quantities. Its goods are carried in stock by every jobber in the United States, and no difficulty will be experienced by the retailer in purchasing his P.-W.-R. chemicals from any jobber.

**Registered in Kentucky.**

At the meeting of the Kentucky Board of Pharmacy held in Louisville, April 11, the following were registered. The class numbered 59:

L. A. Bentire, Louisville; Elmer Coats, Hopkinsville; D. C. Donan, jr., Three Springs; G. S. Du Bois, Paducah; H. F. Emerson, Patriot, Ind.; O. H. Falk, New Albany, Ind.; W. H. Fitzpatrick, Paducah; S. L. Gill, Paducah; L. H. Goemmer, Louisville; C. G. Hambo, Bellevue; C. V. Hocker, Leitchfield; J. A. Hoffman, Greenup; T. J. Keane, Louisville; Miss Ida Lambert, Louisville; E. F. Langenfeldt, Louisville; R. C. Pryse, Beattyville; G. W. Rader, Wellston, Ohio; L. B. Robinson, Morton's Gap; L. T. Schreff, Frankfort; L. B. Severs, Cloverport; A. L. Suter, Louisville; H. A. Taylor, Louisville; T. J. Winder, Cottageville; F. L. Zoeller, Louisville; J. Ambrosius, Louisville; Bruce Keith, Upton; W. H. Gardner, jr., Elizabethtown; C. A. Luckert, Louisville; Harry Plock, Louisville.

The next examination will be held at Dawson Springs, July 11. Applications should reach the secretary, J. W. Gayle, Frankfort, Ky., at least ten days before that time.

**A Profitable Line of Legitimate Goods for the Retailer.**

The products of the Tilden Company are strictly pharmaceutical preparations and the demand must be created with the medical profession, as it manufactures only prescription goods—a line of goods that are profitable to the dispensing druggist. His prescription department, financially speaking, is his salvation. The Tilden Company's preparations are, as a rule, seldom sold in original packages. The price is never printed on the package. The retailer makes the price. The Tilden Company has quadrupled its force of special detail men among the medical profession, which means that it is striving to build up the druggists' prescription trade. It is mailing thousands of booklets daily to the medical profession, in addition to having a score or more of men who do nothing but detail work. The only advertising that the Tilden Company does directly to the retail druggist is through the medium of such journals as the *AMERICAN DRUGGIST*. It is not and never has been interested in prize schemes of any character; therefore the legitimate drug journal, its price-list and its traveling men are its methods of reaching the druggists directly and through the physician indirectly, and the latter efforts it regards as an actual source of profit to the dealer.

The policy of the Tilden Company is a live and let live policy. It asks the closest scrutiny by the retail druggist of the prices charged to the end that he may understand how thoroughly consistent they are with the cost of production. The Tilden Company says: "Where quality is considered our prices are

much lower than those of our competitors. In short, our line is a most interesting one to the dispensing druggist because it represents the best possible quality, is thoroughly popular with the medical profession and very profitable to the dispenser. We solicit correspondence from the dealers and are always glad to send catalogues and discounts on application."

**Registered in California.**

At the last examination of the California State Board of Pharmacy the following passed successful examinations:

Registered Pharmacists.—W. G. Barry, F. C. Blaney, M. Cameron, G. H. Coulter, F. Cummings, S. A. Denis, W. M. English, J. R. Jay, H. C. La Brier, H. I. Shaefer, C. Truppel, F. Van Dam, W. Atwood, R. S. Baker, P. W. Byrd, F. M. Carter, C. H. Christal, C. F. Darling, J. F. Diddle, M. B. Dolcini, T. J. Feeley, G. P. Hedgpeth, W. L. Howard, R. C. Jackson, J. L. Justice, E. M. Kimberlin, W. R. Kleinhammer, H. W. Law, R. S. Leachman, W. M. E. Lindsay, J. P. Lindsay, A. R. Maass, O. G. Marsh, B. Merritt, A. L. Merrill, O. A. Mullinix, G. McAuliffe, R. E. McCracken, G. M. Nelson, K. M. Nolan, F. A. Nutter, W. Osgood, H. H. Patterson, F. S. Ream, C. H. Redmond, J. T. Regan, J. H. Seaton, P. A. Slimmon, C. S. Smith, W. M. E. Lindsay, J. R. Lindsay, M. Sydenstricker, R. J. Taylor, E. L. Thurston, T. W. Toomey, C. B. Whilden, G. A. Whitacre, H. Wessel, F. A. Wilson.

Assistant Pharmacists.—W. G. Brown, F. L. R. Burks, G. Peasa, J. W. Tuttle, T. F. Dierks, H. G. Parsons, J. A. Abreu, D. R. Douglas, M. S. Morris, W. H. C. Bartlett, J. B. Turner, A. D. Van Horn, O. A. Comper, A. L. Hoult, C. W. Blehard, W. A. De Graw, N. S. Elder, E. J. Ryan, J. W. McCoubrey, A. L. Garibaldi, J. W. Hauer, J. E. Pickerill, M. S. Tague, L. E. Morris, J. A. Haubrich, S. A. Watson.

**The New Mechanical Method of Treating the Eyes.**

The Ideal Company is putting forth a strenuous effort to educate the people through the power of persistent reiteration as to the special effectiveness of massage for the eyes. Success will cause a demand for the simple and thoroughly effective mechanism for applying massage to the eyes which is made by it under the name of the Ideal Sight Restorer. The interesting and comprehensive free treatise, as well as the book, "Perfect Eyes," copyrighted by this company, is the means of education resorted to.

The demand for the mechanism is growing; still educated men or women with personal confidence and experience to act as competent salesmen are hard to find. It is a vital necessity that the persons representing the goods should have such confidence and be able to instill it in others. The special attractiveness of this apparatus for the retail druggist consists mainly in its advance thought and new power for comfort for the afflicted. It offers painless and refreshing daily treatment for old and young alike. Myopia, where conditions are not excessively abnormal, may be retarded if progressive, or cured in many cases, although such cures are often tedious. In all other refractive errors the cure is claimed to be positive by daily use in six months.

Farsight and astigmatism, the causes of otherwise unaccountable headaches, are readily cured, it is said, and the headaches cease within the first two months. That alone should be of interest and value to the druggist. Presbyopia, or the inability to read or sew while distant vision remains good, a condition occurring usually between the age of 38 and 45 years, yields like magic to the stimulating action of this appliance.

Who does not have sympathy for the child with impaired or imperfect vision? He is less able to care for himself when dependent upon spectacles.

The child has good circulation, fresh blood, and the slight refractive or muscular error in the eyes of the child will, it is stated, readily yield to systematic massage. Does the druggist, both wholesale and retail, wish to assist in the perfecting of the men and women of the near future? If so write to the Ideal Company, 239 Broadway, New York, for full particulars regarding the Ideal Sight Restorer.

The coroner was inquiring into the death of Socrates, and Dr. Esculapius was on the stand.

"You say, doctor, that the deceased came to his death from drinking hemlock. In what region would hemlock most affect him?"

"In the lumbar region, I should say."

Not until the week following did the coroner see the joke, otherwise wit at the wrong time would have met its just and terrible punishment.



**HEARN** WEST FOURTEENTH STREET  
NEW YORK

**NO** DRUGS  
GROCERIES  
LIQUORS **BUT** EVERYTHING  
IN  
DRY GOODS

**Until Further Notice Our Stores Will Be Closed ALL DAY SATURDAY**

THUS GIVING THE EMPLOYEES THE FULL HOLIDAY EACH WEEK.

**MAJI—the Genuine Depilatory** **MAJI—el Depilatorio Legítimo**

Every WIDE-AWAKE Druggist  
sells MAJI.

Because:

There is a big profit in selling it.

Because:

It does everything claimed and you  
can therefore GUARANTEE it.

Because:

Maji is the only Remedy that will re-  
move SUPERFLUOUS HAIR Pain-  
lessly, Quickly and PERMANENTLY.

Because:

You make a good friend of every  
woman to whom you sell a bottle.

Because:

Maji is heavily advertised and is  
never a "dead" article on your hands.

If you are not handling it now, put in  
a stock at once and do not send your  
trade away to your competitor.

Maji retails at \$1.00. Good adver-  
tising matter furnished.

Agents wanted. Exclusive Territory  
for sale.



No hay Farmacéutico DESPIER-  
TO que no venda Maji.

Porque:

Su venta deja un buen provecho.

Porque:

Realiza cuánto se anuncia, y puede por  
consiguiente GARANTIZARSE.

Porque:

Maji es el único remedio que quita el  
PELO SUPERFLUO sin Dolor, con Pron-  
titud y para SIEMPRE.

Porque:

No hay mujer á quien se vende un frasco  
que no lo aprecie.

Porque:

Maji se anuncia extensamente y nunca es  
un artículo "muerto" en vuestras manos.

Case de que aun no le vendieséis, conven-  
drá que os procuréis existencias antes de  
que vuestros parroquianos se vayan á vues-  
tro competidor.

Maji se vende al por menor á \$1.00. Se  
aprovecha excelente materia para anunciar.

Se necesitan Agentes. Puede compro-  
metarse territorio exclusivo.

**THE TURKISH REMEDY CO.,** 161 COLUMBUS AVE.,  
NEW YORK, N. Y.

**Specify MERCK'S**  
on your orders for  
**MORPHINE SULPHATE**

The FIRST MORPHINE was MANUFACTURED in 1827 BY MERCK

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

# ORIGINAL PACKAGE PRICES.

It should be understood that the prices quoted in this column are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a considerable range of prices.

## Drugs, Chemicals, &c:

|                                    |       |   |       |
|------------------------------------|-------|---|-------|
| Acetanilid.....lb.                 | .22   | @ | .23   |
| Acetate of Lime:                   |       |   |       |
| Brown.....100 lb.                  | 1.80  | @ | 1.85  |
| Gray.....100 lb.                   | 2.35  | @ | 2.40  |
| Acetone.....lb.                    | .17   | @ | .18   |
| Acid:                              |       |   |       |
| Acetic Com'l.....100 lb.           | 2.60  | @ | 2.75  |
| Acetic C. P.....lb.                | .21   | @ | .22   |
| Acetic Glacial.....lb.             | .21   | @ | .22   |
| Aquafortis, 36°.....lb.            | .05   | @ | .06   |
| 40°.....lb.                        | .05   | @ | .06   |
| Benzole, Ger.....lb.               | .30   | @ | .31   |
| Eng.....oz.                        | .10   | @ | .10   |
| Boric, Cryst.....lb.               | .10   | @ | .10   |
| powd.....lb.                       | .10   | @ | .10   |
| Carbol, cryst., blk.....lb.        | .14   | @ | .15   |
| lb. bottle.....lb.                 | .22   | @ | .23   |
| Chrysophanic.....lb.               | 2.50  | @ | 2.60  |
| Citric, dom.....lb.                | .35   | @ | .36   |
| Stellian.....lb.                   | .35   | @ | .36   |
| Gallic.....lb.                     | .35   | @ | .36   |
| Muriatic C. P.....lb.              | .35   | @ | .36   |
| Nitric C. P.....lb.                | .09   | @ | .10   |
| Oxalic, English.....lb.            | .06   | @ | .07   |
| Phosphoric.....lb.                 | .20   | @ | .21   |
| Picric.....lb.                     | .30   | @ | .31   |
| Pyrogallie.....lb.                 | 1.60  | @ | 1.70  |
| Salicylic.....lb.                  | .31   | @ | .32   |
| Sulphuric, 100 lb.....lb.          | .31   | @ | .32   |
| Tartaric, crystals.....lb.         | .20   | @ | .21   |
| powdered.....lb.                   | .20   | @ | .21   |
| Tannic, cryst.....lb.              | .60   | @ | .61   |
| Alcohol, grain.....gal.            | 2.40  | @ | 2.45  |
| wood, 95-97%.....gal.              | .70   | @ | .71   |
| Aluin.....lb.                      | .34   | @ | .35   |
| Aluin, Lump.....100 lb.            | 1.75  | @ | 1.85  |
| Ground.....100 lb.                 | 1.85  | @ | 1.95  |
| Ammon, carb.....lb.                | .07   | @ | .08   |
| bromide, bulk.....lb.              | .22   | @ | .23   |
| Iodide, bulk.....lb.               | 4.75  | @ | 4.80  |
| Aniline Oil.....lb.                | .09   | @ | .10   |
| Salt.....oz.                       | .08   | @ | .09   |
| Antipyrine (New).....oz.           | .18   | @ | .19   |
| Arrowroot, Bermuda.....lb.         | .25   | @ | .26   |
| St. Vincent, in bbl.....lb.        | .07   | @ | .08   |
| Arsenic, Red Saxon.....lb.         | .07   | @ | .08   |
| White.....lb.                      | .03   | @ | .04   |
| Balm of Gilead Buds.....lb.        | .35   | @ | .36   |
| Balsam Copaliba, Cent.....lb.      | .30   | @ | .31   |
| Amer.....lb.                       | .30   | @ | .31   |
| Para.....lb.                       | .30   | @ | .31   |
| Fir, Canada.....gal.               | 1.10  | @ | 1.20  |
| Fir, Oregon.....gal.               | .75   | @ | .80   |
| Peru.....lb.                       | 1.00  | @ | 1.05  |
| Tolu.....lb.                       | .30   | @ | .31   |
| Bark, Angostura.....lb.            | .30   | @ | .31   |
| Buckthorn.....lb.                  | .05   | @ | .06   |
| Cascara Sag.....lb.                | .05   | @ | .06   |
| Cascarilla.....lb.                 | .10   | @ | .11   |
| Cotton root.....lb.                | .07   | @ | .08   |
| Cramp.....lb.                      | .09   | @ | .10   |
| Elm, select.....lb.                | .22   | @ | .23   |
| Pine, white.....lb.                | .06   | @ | .07   |
| Prickly Ash.....lb.                | .14   | @ | .15   |
| Sassafras.....lb.                  | .09   | @ | .10   |
| Soap-whole.....lb.                 | .04   | @ | .05   |
| Crushed.....lb.                    | .04   | @ | .05   |
| Wild Cherry.....lb.                | .06   | @ | .07   |
| Bismuth, citrate.....lb.           | 2.80  | @ | 2.85  |
| ammon cit.....lb.                  | 3.00  | @ | 3.05  |
| sublit.....lb.                     | 2.45  | @ | 2.50  |
| subalga.....lb.                    | 2.70  | @ | 2.75  |
| Bleaching Powder, Eng.....lb.      | .01   | @ | .02   |
| German R.....lb.                   | .01   | @ | .02   |
| Domestic.....lb.                   | .01   | @ | .02   |
| Blue Vitriol.....lb.               | .04   | @ | .05   |
| Borax, Refined.....lb.             | .07   | @ | .08   |
| powd, coar.....lb.                 | .07   | @ | .08   |
| crystals.....lb.                   | .07   | @ | .08   |
| Bristone, crude 24.....lb.         | 22.00 | @ | 23.00 |
| Bromine, bulk.....lb.              | .02   | @ | .03   |
| Burgundy Pitch.....lb.             | .02   | @ | .03   |
| Cacao Butter, blk.....lb.          | .27   | @ | .28   |
| 12 lb. boxes.....lb.               | .27   | @ | .28   |
| Caffeine.....lb.                   | 2.50  | @ | 2.65  |
| Calcium hypophosphite.....lb.      | .60   | @ | .65   |
| Cantharides, Chinese.....lb.       | .45   | @ | .50   |
| powd.....lb.                       | .52   | @ | .55   |
| Russian, whole.....lb.             | 1.20  | @ | 1.25  |
| Cassia Buds.....lb.                | .18   | @ | .19   |
| Castor Oil, No. 1, bbl.....lb.     | 1.04  | @ | 1.14  |
| "  No. 1, cases.....lb.            | .09   | @ | .10   |
| "  No. 3, bbl.....lb.              | .09   | @ | .10   |
| "  No. 3, cases.....lb.            | .10   | @ | .11   |
| Caustic Soda.....100 lb.           | 1.70  | @ | 1.75  |
| Chalk, Eng. Precip. bulk.....lb.   | .06   | @ | .07   |
| Chloral Hydrate, crystals.....lb.  | .09   | @ | .10   |
| bulk.....lb.                       | .09   | @ | .10   |
| crystals, blk.....lb.              | .09   | @ | .10   |
| Chloroform, blk.....lb.            | .25   | @ | .30   |
| Cinchonidine Sulph.....lb.         | .14   | @ | .15   |
| Cocaine Muriate.....oz.            | 3.50  | @ | 3.75  |
| Codine Sulph.....oz.               | 3.10  | @ | 3.30  |
| Cod Liver Oil, Norweg. bbl.....lb. | 23.00 | @ | 25.00 |
| Newfoundland.....gal.              | .90   | @ | .95   |
| Colocynth, Trieste.....lb.         | .33   | @ | .35   |
| Spanish.....lb.                    | .27   | @ | .28   |
| Copperas, car. lot.....lb.         | .37   | @ | .38   |
| single bbls.....100 lb.            | .37   | @ | .38   |
| Creosote, Beechwood.....lb.        | .85   | @ | .90   |
| Cream Tartar, blk.....lb.          | .23   | @ | .24   |
| Cube berries, xx.....lb.           | .08   | @ | .09   |
| Powdered.....lb.                   | .11   | @ | .13   |
| Cutch, bales.....lb.               | .07   | @ | .08   |
| boxes.....lb.                      | .07   | @ | .08   |
| Cuttle Bone, Trieste.....lb.       | .06   | @ | .06   |
| French.....lb.                     | 1.15  | @ | 1.15  |
| Jewelers, large.....lb.            | .40   | @ | .45   |
| small.....lb.                      | .40   | @ | .45   |
| Dextrin.....lb.                    | .03   | @ | .05   |
| Divi Divi.....ton.                 | 30.00 | @ | 45.00 |
| Dragon's B'd, lump.....lb.         | .15   | @ | .18   |
| In seeds.....lb.                   | .35   | @ | .40   |
| Epsom Salt.....100 lb.             | .85   | @ | 1.00  |
| Ergot, German.....lb.              | .31   | @ | .33   |
| Spanish.....lb.                    | .35   | @ | .37   |
| Ergotine, Dom.....lb.              | 4.25  | @ | 5.00  |
| Flowers, Arnica.....lb.            | .09   | @ | .10   |

## Flowers-cont'd.

|                                  |      |   |      |
|----------------------------------|------|---|------|
| Calendula.....lb.                | .25  | @ | .25  |
| Chamomile, Roman.....lb.         | .21  | @ | .23  |
| German.....lb.                   | .10  | @ | .12  |
| Hungarian.....lb.                | .13  | @ | .17  |
| Insect, open.....lb.             | .13  | @ | .17  |
| Half closed.....lb.              | .26  | @ | .28  |
| Closed.....lb.                   | .26  | @ | .28  |
| Powder.....lb.                   | .14  | @ | .22  |
| Lavender.....lb.                 | .03  | @ | .06  |
| Select.....lb.                   | .07  | @ | .10  |
| Saffron, Amer.....lb.            | .65  | @ | .70  |
| Spanish Alicante.....lb.         | 4.75 | @ | 6.00 |
| Valencia.....lb.                 | 6.25 | @ | 7.00 |
| Formaldehyde.....lb.             | 1.85 | @ | 2.00 |
| Glauber Salt, per 100 lb.....lb. | .50  | @ | .60  |
| Glycerin, C. P. drums.....lb.    | .12  | @ | .13  |
| cans.....lb.                     | .13  | @ | .14  |
| Grains of Paradise.....lb.       | .10  | @ | .12  |
| Guarana.....lb.                  | .10  | @ | .12  |
| Gums: Aloes, Cape.....lb.        | .10  | @ | .18  |
| Barbadoes.....lb.                | .06  | @ | .08  |
| Curacao.....lb.                  | .04  | @ | .05  |
| Socot.....lb.                    | .18  | @ | .20  |
| Arabic, 1st pkd.....lb.          | .30  | @ | .35  |
| 2nd pkd.....lb.                  | .25  | @ | .30  |
| soria.....lb.                    | .08  | @ | .08  |
| Aasfoetida.....lb.               | .13  | @ | .17  |
| Benzoin, Sumatra.....lb.         | .39  | @ | .35  |
| Siam.....lb.                     | .40  | @ | 1.00 |
| Camphor, red'd. blk.....lb.      | .68  | @ | .68  |
| cases.....lb.                    | .68  | @ | .68  |
| Chicle.....lb.                   | .31  | @ | .36  |
| Sensuevly.....lb.                | .11  | @ | .13  |
| Gamboge.....lb.                  | .19  | @ | .35  |
| Guaiac.....lb.                   | .25  | @ | .36  |
| Kino.....lb.                     | .34  | @ | .47  |
| Mastic.....lb.                   | .22  | @ | .32  |
| Myrrh.....lb.                    | .06  | @ | .07  |
| Olibanum.....lb.                 | .17  | @ | .18  |
| Santalum.....lb.                 | .17  | @ | .18  |
| Sassafras.....lb.                | .35  | @ | .35  |
| Tragacanth, Aleppo.....lb.       | .30  | @ | .65  |
| Tragacanth, Turkey.....lb.       | .35  | @ | .90  |
| Haarlem Oil.....lb.              | 1.75 | @ | 1.80 |
| Hypophosphite lime.....lb.       | .48  | @ | .50  |
| potash.....lb.                   | .48  | @ | .50  |
| soda.....lb.                     | .48  | @ | .50  |
| Ichthyol.....lb.                 | 4.10 | @ | 4.25 |
| Indigo.....lb.                   | .90  | @ | 1.25 |
| Insect Pwd. pure.....lb.         | .14  | @ | .25  |
| Iodine, resub.....lb.            | 4.15 | @ | 4.30 |
| Iodoform.....lb.                 | 4.40 | @ | 4.45 |
| Iron citrate, U. S. P.....lb.    | .41  | @ | .41  |
| and ammon, citrate.....lb.       | .41  | @ | .41  |
| (green scales).....lb.           | .41  | @ | .41  |
| and quinine citrate.....lb.      | 1.31 | @ | 1.36 |
| phosphate, scales.....lb.        | .38  | @ | .38  |
| pyrophosphate, scales.....lb.    | .38  | @ | .38  |
| quinine and strychnine.....lb.   | 1.90 | @ | 1.95 |
| citrate.....lb.                  | .75  | @ | .80  |
| Isinglass, Amer.....lb.          | .75  | @ | .80  |
| Russian.....lb.                  | .01  | @ | .02  |
| Juniper Berries.....lb.          | .01  | @ | .02  |
| Lanoline.....lb.                 | .01  | @ | .02  |
| Lard.....lb.                     | .01  | @ | .02  |
| Leaves: Aconite.....lb.          | .01  | @ | .02  |
| Belladonna.....lb.               | .01  | @ | .02  |
| Buchu, short.....lb.             | .16  | @ | .18  |
| long.....lb.                     | .50  | @ | .55  |
| Cannabis Indica, tops.....lb.    | 1.00 | @ | 1.05 |
| Coca, Truxillo.....lb.           | .19  | @ | .20  |
| Huanuco.....lb.                  | .32  | @ | .35  |
| Damiana.....lb.                  | .08  | @ | .10  |
| Digitalis.....lb.                | .04  | @ | .05  |
| Horehound.....lb.                | .04  | @ | .05  |
| Hyoscyamus.....lb.               | .03  | @ | .05  |
| Jaborandi.....lb.                | .12  | @ | .15  |
| Pulsatilla.....lb.               | .19  | @ | .20  |
| Rose, Red.....lb.                | .75  | @ | .81  |
| Senna, pkd, whole.....lb.        | .17  | @ | .20  |
| Alexandria, natural.....lb.      | .10  | @ | .11  |
| garbled and sifted.....lb.       | .15  | @ | .16  |
| Cinnaberry.....lb.               | .08  | @ | .14  |
| Alexandria, sifted.....lb.       | .08  | @ | .14  |
| Stramonium, blk.....lb.          | .06  | @ | .07  |
| Yerba Santa.....lb.              | .15  | @ | .13  |
| Liquorice-mass.....lb.           | .03  | @ | .10  |
| Spanish.....lb.                  | .14  | @ | .20  |
| Imported mass Span.....lb.       | .19  | @ | .24  |
| Sicil, Calabria.....lb.          | .23  | @ | .26  |
| Domestic.....lb.                 | .16  | @ | .23  |
| Lithia, carbonate.....lb.        | 1.50 | @ | 1.75 |
| citrate.....lb.                  | 1.15 | @ | 1.25 |
| Lupulin, Ger.....lb.             | .18  | @ | .25  |
| Magnesium, carb.....lb.          | .12  | @ | .15  |
| Mannit, large flk.....lb.        | .45  | @ | .50  |
| Small flake.....lb.              | .27  | @ | .28  |
| Menthol, Japanese.....lb.        | 1.85 | @ | 2.25 |
| Mercurials:                      |      |   |      |
| Blue Pill.....lb.                | .43  | @ | .45  |
| Calomel.....lb.                  | .77  | @ | .79  |
| Corr. Sublim.....lb.             | .68  | @ | .81  |
| Mercury and Chalk.....lb.        | .33  | @ | .34  |
| Ointment, 14.....lb.             | .47  | @ | .50  |
| Ointment, 24.....lb.             | .38  | @ | .39  |
| Red Precip.....lb.               | .57  | @ | .59  |
| White.....lb.                    | .92  | @ | .94  |
| Morphine, bulk.....oz.           | 2.10 | @ | 2.15 |
| Eighties.....oz.                 | 2.45 | @ | 2.50 |
| Moss, Iceland.....lb.            | .05  | @ | .06  |
| Irish, bleached.....lb.          | .06  | @ | .06  |
| Naphthaline, flake.....lb.       | .02  | @ | .02  |
| Ball.....lb.                     | .02  | @ | .02  |
| Nux Vomica.....lb.               | .02  | @ | .03  |
| Nuttall, Aleppo.....lb.          | .25  | @ | .27  |
| Oil, Anise.....lb.               | 1.10 | @ | 1.17 |
| Almonds, bit, Eng.....lb.        | 5.50 | @ | 5.75 |
| French.....lb.                   | 3.80 | @ | 4.25 |
| bit, artificial.....lb.          | .63  | @ | 1.50 |
| sweet, true.....lb.              | .37  | @ | .39  |
| Peach kernels.....lb.            | .19  | @ | .22  |
| Bay.....lb.                      | 2.25 | @ | 2.60 |
| 22 oz. bots.....bot.             | 3.25 | @ | 3.35 |
| Bergamot.....lb.                 | 2.10 | @ | 2.25 |
| Caluput.....lb.                  | .45  | @ | .50  |
| Camphor.....lb.                  | .10  | @ | .11  |
| Caraway.....lb.                  | 1.15 | @ | 1.40 |
| Cassia 75-80%.....lb.            | .70  | @ | .75  |
| Cedar, pure.....lb.              | .65  | @ | .70  |

## Oils-cont'd.

|                                  |       |   |       |
|----------------------------------|-------|---|-------|
| red.....lb.                      | .30   | @ | .35   |
| Citronella.....lb.               | .36   | @ | .40   |
| Clare, bud.....lb.               | .65   | @ | .67   |
| Copaiba.....lb.                  | .65   | @ | .80   |
| Coriander.....lb.                | 5.00  | @ | 6.10  |
| Croton.....lb.                   | .85   | @ | .90   |
| Cubeb.....lb.                    | .80   | @ | .85   |
| Eucalyptus.....lb.               | .25   | @ | .30   |
| Geranium.....lb.                 | 2.25  | @ | 4.75  |
| Lavender, flowers.....lb.        | 1.80  | @ | 2.35  |
| Lemon.....lb.                    | .57   | @ | .65   |
| Lemongrass.....lb.               | .47   | @ | .52   |
| Mustard.....lb.                  | 4.75  | @ | 5.25  |
| Myrrane.....lb.                  | .09   | @ | .07   |
| Neroli.....lb.                   | 25.00 | @ | 30.00 |
| Nutmeg.....lb.                   | .80   | @ | 9.00  |
| Orange, sweet.....lb.            | 1.80  | @ | 1.95  |
| Orange, bitter.....lb.           | 1.00  | @ | 2.50  |
| Organum.....lb.                  | .18   | @ | .22   |
| Pennyroyal.....lb.               | 1.00  | @ | 1.10  |
| Peppermint.....lb.               | 2.75  | @ | 2.80  |
| Petit, grain, French.....lb.     | 4.00  | @ | 4.50  |
| So. Amer.....lb.                 | 1.90  | @ | 1.90  |
| Pimento.....lb.                  | 1.80  | @ | 1.90  |
| Rose.....lb.                     | 3.50  | @ | 4.50  |
| Rosemary.....lb.                 | .62   | @ | .80   |
| Sandalwood.....lb.               | .35   | @ | .35   |
| Sassafras.....lb.                | .35   | @ | .35   |
| Artificial.....lb.               | .34   | @ | .35   |
| Saffron.....lb.                  | .23   | @ | .24   |
| Sage.....lb.                     | 4.50  | @ | 5.00  |
| Tansy.....lb.                    | 3.85  | @ | 4.00  |
| Thyme.....lb.                    | 1.00  | @ | 1.30  |
| Winterg'n, sweet birch.....lb.   | 1.65  | @ | 2.00  |
| Synthetic.....lb.                | .37   | @ | .40   |
| Wood (Chinese).....lb.           | .08   | @ | .09   |
| Wormwood.....lb.                 | 3.25  | @ | 3.50  |
| Wormseed.....lb.                 | 3.00  | @ | 3.35  |
| Optum, Nat.....lb.               | 3.00  | @ | 3.07  |
| " Ordinary, Job.....lb.          | 3.07  | @ | 3.12  |
| " bing.....lb.                   | 3.40  | @ | 3.50  |
| Orange peel, bit.....lb.         | .08   | @ | .10   |
| Sweet.....lb.                    | .04   | @ | .10   |
| Petrolatum.....lb.               | .03   | @ | .08   |
| Phenazetone.....oz.              | .85   | @ | .95   |
| Potassium acetate.....lb.        | .17   | @ | .18   |
| " bromide.....lb.                | .15   | @ | ....  |
| bottles.....lb.                  | .23   | @ | ....  |
| bichromate.....lb.               | .08   | @ | .08   |
| chlorate, cryst.....lb.          | .08   | @ | .08   |
| " powd.....lb.                   | .08   | @ | .08   |
| " cyanide.....lb.                | .21   | @ | .23   |
| " hypophosphite.....lb.          | .60   | @ | .64   |
| iodide bulk.....lb.              | 3.15  | @ | 3.20  |
| permanaganate.....lb.            | .09   | @ | .10   |
| Prickly Ash berries.....lb.      | .14   | @ | .16   |
| Quicksilver.....lb.              | .55   | @ | .59   |
| Quinine Sulph., Domestic.....lb. | .20   | @ | .25   |
| " bulk.....lb.                   | .20   | @ | .25   |
| Domestic, oza.....oz.            | .25   | @ | ....  |
| German, bulk.....oz.             | .25   | @ | .25   |
| German, outside.....oz.          | .19   | @ | .20   |
| Java, bulk.....oz.               | .19   | @ | .19   |
| Rochelle Salts.....lb.           | .30   | @ | .21   |
| Rochelle Salts.....lb.           | .30   | @ | .21   |
| Alkanet.....lb.                  | .08   | @ | .06   |
| Althea, cut.....lb.              | .15   | @ | .18   |
| Arnica.....lb.                   | .08   | @ | .09   |
| Belladonna, Atropa.....lb.       | .10   | @ | .12   |
| Blood.....lb.                    | .12   | @ | .13   |
| Calamus.....lb.                  | .07   | @ | .08   |
| Calamus, bleached.....lb.        | .07   | @ | .08   |
| Colchicum.....lb.                | .11   | @ | .12   |
| Calumba.....lb.                  | .04   | @ | .06   |
| Dandelion, Ger.....lb.           | .07   | @ | .08   |
| Galangal.....lb.                 | .06   | @ | .06   |
| Gentian.....lb.                  | .04   | @ | .04   |
| Ginger, Ja, bld.....lb.          | .10   | @ | .11   |
| Ginger, bleached.....lb.         | .04   | @ | .04   |
| Ginseng.....lb.                  | 6.25  | @ | 7.75  |
| Golden Seal.....lb.              | 1.53  | @ | 1.60  |
| Hellebore, pwd.....lb.           | .06   | @ | .07   |
| Hellonias.....lb.                | .45   | @ | .50   |
| Ipecac, Rio.....lb.              | 1.35  | @ | 1.40  |
| Carthagea.....lb.                | 1.33  | @ | 1.40  |
| Jalap.....lb.                    | .06   | @ | .11   |
| Kava Kava.....lb.                | .06   | @ | .11   |
| Liquorice, ord.....lb.           | .08   | @ | .04   |
| " Select.....lb.                 | .06   | @ | .11   |
| Lovage.....lb.                   | .75   | @ | .85   |
| Mandrake.....lb.                 | .06   | @ | .06   |
| Musk, Russian.....lb.            | .13   | @ | .14   |
| Norris, Florentine.....lb.       | .07   | @ | .08   |
| Onion, Corona.....lb.            | .07   | @ | .08   |
| Pariera Brava.....lb.            | .10   | @ | .11   |
| Plink.....lb.                    | .25   | @ | .30   |
| Rhazany.....lb.                  | .12   | @ | .13   |
| Rhub., Canton.....lb.            | .35   | @ | .40   |
| Shensi.....lb.                   | .35   | @ | .30   |
| Sars'pila, Hond.....lb.          | .25   | @ | .30   |
| Sed Mexican.....lb.              | .06   | @ | .09   |
| Senega.....lb.                   | .62   | @ | .65   |
| Serpentaria.....lb.              | .40   | @ | .42   |
| Snake, Canada.....lb.            | 1.13  | @ | .90   |
| Stripped.....lb.                 | .39   | @ | .43   |
| Squill.....lb.                   | .04   | @ | .04   |
| Valerian, Belg.....lb.           | .07   | @ | .08   |
| Verap.....lb.                    | .12   | @ | .12   |
| English.....lb.                  | .12   | @ | .12   |
| Salicine.....lb.                 | 3.75  | @ | 4.00  |
| Sal Ammon, lump.....lb.          | .09   | @ | .09   |
| Granulated.....lb.               | .06   | @ | .06   |
| Sal Soda, Eng.....lb.            | .67   | @ | .72   |
| American.....100 lb.             | .75   | @ | .80   |
| Sal Sulfur.....lb.               | .06   | @ | .06   |
| Saltpetre, crude.....lb.         | .04   | @ | .04   |
| Refined.....lb.                  | .04   | @ | .06   |
| Santonin, crystals.....lb.       | 8.60  | @ | 8.65  |
| Powdered.....lb.                 | 8.80  | @ | 8.85  |
| Saw Palmetto Berries.....lb.     | .12   | @ | .25   |
| Seed, Anise Ital.....lb.         | .08   | @ | .12   |
| German.....lb.                   | .05   | @ | .06   |
| Steak.....lb.                    | .16   | @ | .16   |
| Causary, Smyrna.....lb.          | .07   | @ | .08   |
| Sicily.....lb.                   | .05   | @ | .06   |
| Caraway.....lb.                  | .06   | @ | .06   |
| Celery.....lb.                   | .07   | @ | .08   |
| Cardam'm bichd.....lb.           | .30   | @ | .31   |
| Decorated.....lb.                | .30   | @ | .31   |
| Colchicum.....lb.                | .08   | @ | .08   |
| Coriander.....lb.                | .08   | @ | .08   |

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A world-renowned remedy for COUGHS, COLDS, BRONCHITIS, ASTHMA, CATARRH, the *Hacking Cough* in CONSUMPTION, and numerous affections of the THROAT, giving *immediate relief*. They have received the sanction of physicians generally and testimonials from eminent men throughout the world. All dealers in medicines and proprietary goods can recommend them with confidence. Sold only in boxes or bottles, with *fac-simile* of the proprietors on outside wrapper of the package.

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| Arbutin.               | Dosimetric Trinity.    | Quassin.              |
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| Anodyne for Infants.   | Ergotin.               | Strychnine.           |
| Anticonstipation.      | Glonoin.               | Tonsillitis.          |
| Barosmin.              | Hyoscyamine.           | Tapeworm.             |
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# ORIGINAL PACKAGE PRICES.

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## Drugs, Chemicals, &c:

|                                    |       |   |       |
|------------------------------------|-------|---|-------|
| Acetanilid,.....lb.                | .23   | @ | .23   |
| Acetate of Lime:                   |       |   |       |
| Brown, 100 lb.                     | 1.60  | @ | 1.61  |
| Gray, 100 lb.                      | 1.25  | @ | 1.40  |
| Acetone,.....lb.                   | .17   | @ | .13   |
| Acid:                              |       |   |       |
| Acetic Com'l., 100 lb.             | 2.60  | @ | 2.75  |
| Acetic C. P.,.....lb.              | .21   | @ | .25   |
| Acetic, Glacial,.....lb.           | .20   | @ | .23   |
| Aquaforis, 28°,.....lb.            | .085  | @ | .045  |
| Benzole, Ger.,.....lb.             | .30   | @ | .08   |
| " Eng.,.....oz.                    | .10   | @ | .10   |
| Boric, Cryst.,.....lb.             | .10   | @ | .10   |
| " powd.,.....lb.                   | .10   | @ | .10   |
| Carbol. cryst., blk.,.....lb.      | .18   | @ | .15   |
| Chrysophanic,.....lb.              | 2.50  | @ | 2.65  |
| Citric, Rom.,.....lb.              | .38   | @ | .34   |
| " Sicilian,.....lb.                | .53   | @ | .55   |
| Gallic,.....lb.                    | .53   | @ | .55   |
| Muriatic C. P.,.....lb.            | .07   | @ | .08   |
| Nitric C. P.,.....lb.              | .09   | @ | .11   |
| Oxalic, English,.....lb.           | .004  | @ | .05   |
| Phosphoric,.....lb.                | .30   | @ | .21   |
| Picric,.....lb.                    | 1.40  | @ | 1.70  |
| Pyrogallol,.....lb.                | .31   | @ | .34   |
| Salicylic,.....lb.                 | .01   | @ | .02   |
| Sulphuric, 98%,.....lb.            | .29   | @ | .29   |
| Tartaric, crystals,.....lb.        | .29   | @ | .29   |
| " powdered,.....lb.                | .29   | @ | .29   |
| Tannic, cryst.,.....lb.            | .40   | @ | .45   |
| Alcohol, grain, gal.               | 2.45  | @ | 2.45  |
| Wood, 58-57%,.....lb.              | .36   | @ | .40   |
| Alum, Lump, 100 lb.                | 1.75  | @ | 1.85  |
| Ground, 100 lb.                    | 1.85  | @ | 1.85  |
| Ammon. carb.,.....lb.              | .07   | @ | .09   |
| " bromide, bulk,.....lb.           | .22   | @ | .40   |
| Aniline Oil,.....lb.               | 4.75  | @ | 4.80  |
| Salt,.....lb.                      | .08   | @ | .08   |
| Antipyrine (New),.....oz.          | .18   | @ | .18   |
| Arrowroot, Bermuda,.....lb.        | .38   | @ | .40   |
| St. Vincent, in bbl.,.....lb.      | .07   | @ | .08   |
| Arsenic, Red Saxon,.....lb.        | .06   | @ | .07   |
| " White,.....lb.                   | .08   | @ | .08   |
| Balm of Gilead Buds,.....lb.       | .35   | @ | .38   |
| Balsam Copaiba, Cent.              |       |   |       |
| Amer.,.....lb.                     | .30   | @ | .38   |
| Para.,.....lb.                     | .35   | @ | .38   |
| Fir, Canada, gal.                  | 3.10  | @ | 3.30  |
| Fir, Oregon, gal.                  | .75   | @ | .90   |
| Pern.,.....lb.                     | 1.00  | @ | 1.15  |
| Tolu,.....lb.                      | .30   | @ | .38   |
| Bark, Angostura,.....lb.           | .06   | @ | .08   |
| Buckthorn,.....lb.                 | .06   | @ | .08   |
| Cascara Sag.,.....lb.              | .06   | @ | .08   |
| Cascarilla,.....lb.                | .10   | @ | .14   |
| Cotton root,.....lb.               | .08   | @ | .09   |
| Cramp,.....lb.                     | .07   | @ | .08   |
| Elem. select,.....lb.              | .31   | @ | .34   |
| Pine, white,.....lb.               | .06   | @ | .07   |
| Prickly Ash,.....lb.               | .14   | @ | .16   |
| Sassafras,.....lb.                 | .12   | @ | .13   |
| Soap-whole,.....lb.                | .06   | @ | .08   |
| Crushed,.....lb.                   | .06   | @ | .08   |
| Wild Cherry,.....lb.               | .06   | @ | .08   |
| Blamuth,.....lb.                   | 2.80  | @ | 2.85  |
| " ammon. citr.,.....lb.            | 3.00  | @ | 3.20  |
| " sublt.,.....lb.                  | 2.40  | @ | 2.50  |
| " subcarb.,.....lb.                | 2.70  | @ | 2.85  |
| " subgallate,.....lb.              | 2.50  | @ | 2.65  |
| Bleaching Powder, Eng.,.....lb.    | .014  | @ | .014  |
| German R.,.....lb.                 | .014  | @ | .014  |
| Domestic,.....lb.                  | .01   | @ | .014  |
| Blue Vitriol,.....lb.              | .04   | @ | .05   |
| Borax, Refined,.....lb.            | .07   | @ | .07   |
| Borax, Conc.,.....lb.              | .07   | @ | .07   |
| Crystals,.....lb.                  | .07   | @ | .07   |
| Brimstone, crude 2d., ton.         | 30.00 | @ | 32.00 |
| Bromine, bulk,.....lb.             | .08   | @ | .08   |
| Burgundy Pitch,.....lb.            | .08   | @ | .08   |
| Cacao Butter, blk.,.....lb.        | .28   | @ | .30   |
| " 12 lb. boxes,.....lb.            | .28   | @ | .34   |
| Caffeine,.....lb.                  | 2.65  | @ | 2.65  |
| Calcium hypophosphate,.....lb.     | .40   | @ | .64   |
| Cauterizer, Chinese,.....lb.       | .43   | @ | .50   |
| " powd.,.....lb.                   | .53   | @ | .55   |
| Russian, white,.....lb.            | 1.30  | @ | 1.25  |
| Castor Oil, No. 1, bbl.,.....lb.   | .18   | @ | .30   |
| " No. 1 cases,.....lb.             | .10   | @ | .11   |
| " No. 3, bbl.,.....lb.             | .07   | @ | .10   |
| " No. 3 cases,.....lb.             | .10   | @ | .11   |
| Caustic Soda, 100 lb.              | 1.70  | @ | 1.75  |
| Chalk, Eng. Precip., bulk, lb.     | .06   | @ | ...   |
| Chloral Hydrate, crystals,.....lb. | ...   | @ | .06   |
| " bulk,.....lb.                    | ...   | @ | .06   |
| Chloroform, bulk,.....lb.          | ...   | @ | .06   |
| Cinchonidine Sulph.,.....lb.       | .12   | @ | .15   |
| Cocaine Muriate,.....oz.           | 3.50  | @ | 3.75  |
| Codeine Sulph.,.....lb.            | 3.20  | @ | 3.40  |
| Cod Liver Oil, Norweg. bbl.        | 24.00 | @ | 23.00 |
| Newfoundland, gal.                 | .71   | @ | .81   |
| Colocynth, Trieste,.....lb.        | .33   | @ | .35   |
| Spanish,.....lb.                   | .37   | @ | .38   |
| Copperas, car lots, 100 lb.        | .65   | @ | .68   |
| " single bbls.,.....lb.            | .65   | @ | .68   |
| Creosote, Beechwood,.....lb.       | .85   | @ | .90   |
| Cream Tartar,.....lb.              | .23   | @ | .24   |
| Powdered,.....lb.                  | .18   | @ | .19   |
| Cutch, bales,.....lb.              | .11   | @ | .13   |
| " boxes,.....lb.                   | .07   | @ | .08   |
| Cuttle Bone, Trieste,.....lb.      | .14   | @ | .15   |
| French,.....lb.                    | .13   | @ | .14   |
| Jewellers', large,.....lb.         | .40   | @ | .45   |
| " small,.....lb.                   | .40   | @ | .45   |
| Dextrin,.....lb.                   | .08   | @ | .08   |
| Divi Divi, ton.                    | 30.00 | @ | 35.00 |
| Dragon's B'd. jump,.....lb.        | .15   | @ | .15   |
| In reeds,.....lb.                  | .50   | @ | .55   |
| Epsom Salts, 100 lb.               | .55   | @ | 1.00  |
| Ergot, German,.....lb.             | .32   | @ | .34   |
| Spanish,.....lb.                   | .35   | @ | .37   |
| Ergotine, Dom.,.....lb.            | 4.25  | @ | 5.00  |
| Flowers, Arnica,.....lb.           | .09   | @ | .10   |

## Flowers—cont'd.

|                                 |      |   |      |
|---------------------------------|------|---|------|
| Calendula,.....lb.              | .25  | @ | .35  |
| Chamomile, Roman,.....lb.       | .21  | @ | .25  |
| German,.....lb.                 | .12  | @ | .15  |
| Hungarian,.....lb.              | .10  | @ | .12  |
| Insect, open,.....lb.           | .15  | @ | .17  |
| Half closed,.....lb.            | .26  | @ | .23  |
| Closed,.....lb.                 | .26  | @ | .23  |
| Lavender,.....lb.               | .14  | @ | .22  |
| Select,.....lb.                 | .08  | @ | .10  |
| Saffron, Amer.,.....lb.         | .65  | @ | .70  |
| Spanish Alicante,.....lb.       | 4.75 | @ | 6.00 |
| Valencia,.....lb.               | 6.25 | @ | 7.00 |
| Formaldehyde,.....lb.           | 1.84 | @ | .08  |
| Glauber Salt, per 100,.....lb.  | .50  | @ | .50  |
| Glycerin, C. P. drums,.....lb.  | .12  | @ | .13  |
| cans,.....lb.                   | .13  | @ | .13  |
| Grains of Paradise,.....lb.     | .11  | @ | .15  |
| Guarana,.....lb.                | .50  | @ | .60  |
| Gums: Aloes, Cape,.....lb.      | .10  | @ | .18  |
| " Barbados, lb.                 | .11  | @ | .11  |
| " Curacao,.....lb.              | .01  | @ | .05  |
| " Socot.,.....lb.               | .10  | @ | .20  |
| Arabic, 1st pld.,.....lb.       | .30  | @ | .35  |
| " 2d pld.,.....lb.              | .21  | @ | .25  |
| " sorts,.....lb.                | .06  | @ | .08  |
| Asafoetida,.....lb.             | .15  | @ | .20  |
| Benzoin, Sumatra,.....lb.       | .37  | @ | .35  |
| Siam,.....lb.                   | .40  | @ | 1.00 |
| Camphor, red d. blk.,.....lb.   | .68  | @ | ...  |
| cases,.....lb.                  | .68  | @ | ...  |
| Chicle,.....lb.                 | .35  | @ | .38  |
| Gamboge,.....lb.                | .77  | @ | .80  |
| Gualac,.....lb.                 | .19  | @ | .35  |
| Kino,.....lb.                   | .25  | @ | .28  |
| Mastic,.....lb.                 | .44  | @ | .47  |
| Myrrh,.....lb.                  | .22  | @ | .25  |
| Olibanum,.....lb.               | .22  | @ | .25  |
| Sandarac,.....lb.               | .17  | @ | .18  |
| Senegal, pld.,.....lb.          | .11  | @ | .13  |
| Tragacanth, Aleppo,.....lb.     | .30  | @ | .65  |
| Tragacanth, Turkey,.....lb.     | .35  | @ | .90  |
| Haarlem Oil,.....lb.            | 1.75 | @ | 1.80 |
| Hypophosphite lime,.....lb.     | .48  | @ | .50  |
| potash,.....lb.                 | .48  | @ | .50  |
| soda,.....lb.                   | .48  | @ | .50  |
| Ichthyol,.....lb.               | 4.00 | @ | 4.25 |
| Indigo,.....lb.                 | .90  | @ | 1.45 |
| Insect Pwd. pure,.....lb.       | .14  | @ | .25  |
| Iodine, reab.,.....lb.          | 4.15 | @ | 4.20 |
| Iodoform,.....lb.               | 4.40 | @ | 4.45 |
| Iron citrate, U. S. F.,.....lb. | ...  | @ | ...  |
| " and ammon. citr.,.....lb.     | ...  | @ | ...  |
| " (green scales),.....lb.       | 1.31 | @ | 1.36 |
| " and quinine citrate,.....lb.  | ...  | @ | ...  |
| phosphate, scales,.....lb.      | ...  | @ | ...  |
| pyrophosphate, scales, lb.      | ...  | @ | ...  |
| quinine and strychnine,.....lb. | 1.70 | @ | 1.35 |
| citrate,.....lb.                | .75  | @ | .80  |
| Isinglass, Amer.,.....lb.       | .75  | @ | .80  |
| Russian,.....lb.                | 4.00 | @ | 4.10 |
| Juniper Berries,.....lb.        | .01  | @ | .02  |
| Lanoline,.....lb.               | .80  | @ | .65  |
| Lard,.....lb.                   | .06  | @ | .10  |
| Leaves Aconite,.....lb.         | .07  | @ | .11  |
| Belladonna,.....lb.             | .09  | @ | .11  |
| Buchu, short,.....lb.           | .14  | @ | .16  |
| " long,.....lb.                 | .50  | @ | .55  |
| Cannabis Indica, tops, lb.      | 1.00 | @ | 1.05 |
| Coca, Truxillo,.....lb.         | .19  | @ | .30  |
| Huancu,.....lb.                 | .32  | @ | .35  |
| Damiana,.....lb.                | .08  | @ | .08  |
| Digitalis,.....lb.              | .08  | @ | .08  |
| Horehound,.....lb.              | .04  | @ | .06  |
| Hyocyanus,.....lb.              | .07  | @ | .08  |
| Jaborandi,.....lb.              | .12  | @ | .15  |
| Pulsatilla,.....lb.             | .07  | @ | .11  |
| Rose, Red,.....lb.              | .75  | @ | .81  |
| Senna, pld. whole,.....lb.      | .17  | @ | .20  |
| Alexandria, natural,.....lb.    | .10  | @ | .11  |
| garbled and sifted,.....lb.     | .15  | @ | .16  |
| Tinnevely,.....lb.              | .06  | @ | .14  |
| Alexandria, siftings, lb.       | .04  | @ | .06  |
| Stramonium,.....lb.             | .07  | @ | .08  |
| Yerba Santa,.....lb.            | .15  | @ | .13  |
| Liquorice-mass,.....lb.         | .03  | @ | .10  |
| Imported mass, Spain,.....lb.   | .14  | @ | .20  |
| " ish,.....lb.                  | .19  | @ | .24  |
| Stick, Calabria,.....lb.        | .23  | @ | .26  |
| Domestic,.....lb.               | .16  | @ | .23  |
| Lithia, carbonate,.....lb.      | 1.50 | @ | 1.75 |
| citrate,.....lb.                | 1.15 | @ | 1.25 |
| Lupulin, Ger.,.....lb.          | .18  | @ | .25  |
| Lycopodium,.....lb.             | .83  | @ | .85  |
| Magnesia, carb.,.....lb.        | .12  | @ | .15  |
| Manna, large flk.,.....lb.      | .45  | @ | .50  |
| Small flake,.....lb.            | .27  | @ | .28  |
| Menthol, Japanese,.....lb.      | 2.00 | @ | 2.50 |
| Mercurials:                     |      |   |      |
| Blue Pill,.....lb.              | .43  | @ | .45  |
| Calomel,.....lb.                | .77  | @ | .79  |
| Corr. Sublim.,.....lb.          | .83  | @ | .81  |
| Mercury and Chalk,.....lb.      | .33  | @ | .34  |
| Ointment, 1/2,.....lb.          | .47  | @ | .48  |
| Ointment, 1/4,.....lb.          | .38  | @ | .39  |
| Red Pricp.,.....lb.             | .87  | @ | .89  |
| White,.....lb.                  | .92  | @ | .94  |
| Morphine, bulk,.....oz.         | 2.10 | @ | 2.15 |
| Eighteen,.....oz.               | 2.45 | @ | 2.50 |
| Moss, Iceland,.....lb.          | .05  | @ | .06  |
| Irish, bleached,.....lb.        | .06  | @ | .08  |
| Naphthalene, flake,.....lb.     | .02  | @ | .02  |
| Ball,.....lb.                   | .02  | @ | .02  |
| Nux Vomica,.....lb.             | .02  | @ | .08  |
| Nitragala, Aleppo,.....lb.      | .25  | @ | .27  |
| Oil, Anise,.....lb.             | 1.40 | @ | 1.17 |
| Almonds, bit, Eng.,.....lb.     | 5.50 | @ | 5.75 |
| French,.....lb.                 | 3.80 | @ | 3.65 |
| bit, artificial,.....lb.        | .65  | @ | 1.57 |
| sweet, true,.....lb.            | .35  | @ | .39  |
| Peach kernels,.....lb.          | .19  | @ | .22  |
| Bay,.....lb.                    | 2.25 | @ | 2.60 |
| Bergamot,.....lb.               | 2.10 | @ | 2.25 |
| Caljuput,.....lb.               | .48  | @ | .55  |
| Camphor,.....lb.                | .12  | @ | .18  |
| Caraway,.....lb.                | 1.15 | @ | 1.40 |
| Cassia 75-80%,.....lb.          | .70  | @ | .75  |
| Cedar, pure,.....lb.            | .05  | @ | .70  |

## Oils—cont'd.

|                                   |       |   |       |
|-----------------------------------|-------|---|-------|
| red,.....lb.                      | .20   | @ | .25   |
| Citronella,.....lb.               | .25   | @ | .40   |
| Clove, bud,.....lb.               | .75   | @ | .77   |
| Copaiba,.....lb.                  | .65   | @ | .80   |
| Coriander,.....lb.                | 5.00  | @ | 11.00 |
| Croton,.....lb.                   | .75   | @ | .80   |
| Cubeb,.....lb.                    | .85   | @ | .90   |
| Eucalyptus,.....lb.               | .25   | @ | .30   |
| Geranium,.....lb.                 | 1.60  | @ | 4.75  |
| Lavender, flowers,.....lb.        | 2.00  | @ | 2.25  |
| Lemon,.....lb.                    | .57   | @ | .65   |
| Lemongrass,.....lb.               | ...   | @ | 3.50  |
| Mustard,.....lb.                  | 4.75  | @ | 5.25  |
| Myrrhane,.....lb.                 | .08   | @ | .07   |
| Neroli,.....lb.                   | 25.00 | @ | 30.00 |
| Nutmeg,.....lb.                   | .80   | @ | 0.90  |
| Orange, sweet,.....lb.            | 1.80  | @ | 1.85  |
| Orange, bitter,.....lb.           | 2.00  | @ | 2.80  |
| Origanum,.....lb.                 | .18   | @ | .22   |
| Pennyroyal,.....lb.               | 1.00  | @ | 1.10  |
| Peppermint,.....lb.               | 2.75  | @ | 2.80  |
| Petit, grain, French,.....lb.     | 4.00  | @ | 4.50  |
| So. Amer.,.....lb.                | 1.80  | @ | 1.90  |
| Pimento,.....lb.                  | 1.50  | @ | 1.80  |
| Rose,.....lb.                     | 3.50  | @ | 4.50  |
| Rosemary,.....lb.                 | .65   | @ | .80   |
| Sandalwood,.....lb.               | 3.25  | @ | 3.50  |
| Sassafras,.....lb.                | .50   | @ | .55   |
| Artificial,.....lb.               | .24   | @ | .25   |
| Sassafras,.....lb.                | .33   | @ | .34   |
| Spearmint,.....lb.                | 4.50  | @ | 5.00  |
| Thymol,.....lb.                   | 3.75  | @ | 4.00  |
| Thyme,.....lb.                    | 1.00  | @ | 1.20  |
| Wintergreen, sweet birch,.....lb. | 1.85  | @ | 2.00  |
| Synthetic,.....lb.                | .40   | @ | .45   |
| Wood (Chinese),.....lb.           | .08   | @ | .09   |
| Wormwood,.....lb.                 | 3.25  | @ | 3.50  |
| Wormseed,.....lb.                 | 3.00  | @ | 3.25  |
| Opium, Nat. cases, lb.            | 3.17  | @ | 3.15  |
| Ordinary, Job,.....lb.            | 3.17  | @ | 3.30  |
| " powdered,.....lb.               | 3.45  | @ | 3.50  |
| Orange peel, bit,.....lb.         | .08   | @ | .04   |
| Sweet,.....lb.                    | .04   | @ | .10   |
| Petrolatum,.....lb.               | .03   | @ | .08   |
| Thymol,.....lb.                   | .03   | @ | .08   |
| Potassium acetate,.....oz.        | .85   | @ | .85   |
| " bromide,.....lb.                | .15   | @ | .18   |
| bottles,.....lb.                  | .23   | @ | .23   |
| bichromate,.....lb.               | .08   | @ | .08   |
| chlorate, cryst.,.....lb.         | .08   | @ | .08   |
| " powd.,.....lb.                  | .08   | @ | .08   |
| cyanide,.....lb.                  | .21   | @ | .23   |
| " hypophosphite,.....lb.          | .15   | @ | .18   |
| iodide bulk,.....lb.              | 3.15  | @ | 3.20  |
| permanganate,.....lb.             | .08   | @ | .10   |
| Prickly Ash berries,.....lb.      | .14   | @ | .16   |
| Quicksilver, flasks, lb.          | .55   | @ | .53   |
| Quinine Sulph., Domestic,.....lb. | .30   | @ | .35   |
| bottle,.....oz.                   | .30   | @ | .35   |
| Domestic, oza,.....oz.            | .30   | @ | .35   |
| German, bulk,.....oz.             | .30   | @ | .35</ |

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| Methyl, Iodide.....lb.                                 | 1.00        |
| Oxide.....oz.  | .50         |
| Salicylate.....lb.                                     | .50-80      |
| Methylene, Bichloride.....oz.                          | .50         |
| Micralmin, oz. tins.....oz.                            | 1.50        |
| Milk Sugar, powdered, 10 lbs., 20 lbs.....oz.          | 20-25       |
| Morphine, Acetate.....oz.                              | 2.80        |
| Muriate, is.....oz.                                    | 2.80        |
| Sulphate, is, P. & W.....oz.                           | 2.80        |
| 2 1/2 oz. cartons (25 ozs., 2.45).....oz.              | 2.55        |
| Moss, Iceland, lb., 12; Irish.....lb.                  | 18-22       |
| Musk, Tonquin, Pods.....oz.                            | 14.00-20.00 |
| grain.....oz.  | 22.00-24.00 |
| Nailitsa.....dos.                                      | 2.00        |
| Naphtha, Wood.....lb.                                  | .24         |
| Wood, 95 p. c., bbls., 75.....gal.                     | 80-90       |
| Naphthaline, balls, 50 lbs., 3 1/2.....lb.             | 4-5         |
| cakes and squares.....lb.                              | 6-8         |
| Naphthol.....oz.                                       | .18         |
| Narcaine.....oz.                                       | 6.50        |
| Nephritis, Tilden's.....pt.                            | .82         |
| Nickel, Bromide.....oz.                                | .30         |
| Carbonate.....oz.                                      | .25         |
| Chloride.....oz.                                       | .25         |
| Metallic.....oz.                                       | .25         |
| Nitrate.....oz.  | .18         |
| Oxide, pur.....oz.                                     | .75         |
| Sulphate.....oz.                                       | .10         |
| Nirvanin.....oz.                                       | 3.50        |
| Nitroglycerin, 1 per cent. Solution, lb., 1.10.....oz. | .12         |
| Nosphen.....dos.                                       | 4.50        |
| Nutrolactis.....dos.                                   | 10.00       |
| Nutgalia, lb., 22; powdered.....lb.                    | .82         |
| Nutmegs.....lb.  | 40-45       |
| Nutrose, 1 lb., 4.00; 1/2 lb., 8.75.....lb.            | 3.85        |
| Nux Vomica.....lb.                                     | 8-10        |
| Powdered, pure.....lb.                                 | 20-25       |
| Oakum, bales 50 lbs., .08.....lb.                      | .12         |
| Oatmeal.....lb.  | .6          |
| Oil, Almond, Bitter, lbs., 6.50.....oz.                | .55         |
| Sweet, True, 5 lbs., .42.....lb.                       | 45-50       |
| Amber, crude.....lb.                                   | .25         |
| rect.....lb.   | .40         |
| Anise.....lb.  | 1.25-1.85   |
| Bay, American, bot. 22 ozs., 8.75.....oz.              | .85         |
| West Indies, bot. 23 ozs., 8.50.....oz.                | .50         |
| Benne.....gal.   | 1.00        |
| Bergamot.....lb.                                       | 2.40        |
| Bergamot, 5-lb. cans.....lb.                           | 2.40        |
| Sanderson's.....lb.                                    | 2.50        |
| Black Pepper.....lb.                                   | .75         |
| Cade.....lb.   | .80         |
| Onjuput.....lb.  | 75-88       |
| Capelcum.....oz.                                       | .50         |
| Caraway.....lb.  | 1.75        |
| Cassia.....lb.   | 1.00-1.10   |
| Oastor, 40-lb. can, .12.....lb.                        | 13-14       |
| Cedar Leaves, Amer.....lb.                             | 90-95       |
| Chaulmoogra.....lb.                                    | 2.50        |
| Cinnamon, Ceylon, lb., 15.00.....oz.                   | 1.10        |
| Citronella.....lb.                                     | 85-95       |
| Clove, 5 lbs., .90.....lb.                             | 95-1.00     |

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| Oil, Coconut, 10 lbs., .18.....lb.                         | .22       |
| Codliver, N. F., kegs, 30 gals, 26.00 to 27.50 ea.....gal. | 1.50-1.75 |
| Norwegian, bbls., 30 gals., 25.00 to 28.00.....gal.        | 1.15-1.35 |
| Copaiba.....lb.  | 1.10      |
| Cottonseed.....gal.  | 45-55     |
| Oroton.....lb.   | 1.20      |
| Croton, Eng.....lb.  | 1.75      |
| Cubeb, Amer.....lb.  | 1.15      |
| Cumin, lb., 4.50.....oz.                                   | .85       |
| Erigeron.....lb.   | 1.25      |
| Eucalyptus, Australian.....lb.                             | .90       |
| Fennel.....lb.   | 1.75      |
| Geranium, Turkish.....lb.                                  | 4.50      |
| French.....lb.   | 8.00      |
| Prepared.....lb.   | 16.00     |
| Juniper Berries.....lb.                                    | 1.50      |
| Wood.....lb.   | .60       |
| Lard, No. 1.....gal.                                       | .90       |
| Lavender Flowers.....lb.                                   | 2.50      |
| Chirita.....lb.  | 2.75      |
| Garden.....lb.   | 1.10      |
| Lemon.....lb.  | 90-1.00   |
| 1-lb. copper cans.....lb.                                  | 1.00      |
| Sanderson's.....lb.  | 1.25      |
| Lemongrass.....lb.   | 3.75      |
| Linseed, Boiled, by bbl., .47.....gal.                     | 55-55     |
| Linseed, Raw, by bbl., .50.....gal.                        | 55-50     |
| Mustard, Expressed.....gal.                                | .75       |
| Mustard, Essential, lb., 5.50.....oz.                      | 45-50     |
| Neatsfoot.....oz.  | .90       |
| Neroli, Bigarade.....oz.                                   | 2.25      |
| Chirita.....oz.  | 2.50      |
| Petale.....oz.   | 2.75      |
| Olive, Malaga.....gal.                                     | .75       |
| Fine Salad, 3-gal. cans, 2.50.....gal.                     | 2.75      |
| Orange, Bitter.....lb.                                     | 4.00      |
| Sweet.....lb.  | 2.00      |
| 1-lb. copper cans.....lb.                                  | 2.10      |
| Origanum, pure.....lb.                                     | 85-1.10   |
| Palm.....lb.   | .20       |
| Patchouli, lb., 7.50.....oz.                               | .65       |
| Pennyroyal, 5 lbs., 1.50.....oz.                           | 1.60      |
| Peppermint.....lb.   | 3.25-3.40 |
| Hotchkiss.....lb.  | 3.35-3.50 |
| Redistilled.....lb.  | 4.00-4.25 |
| Petroleum, crude.....gal.                                  | .25       |
| Lubricating, gal. 20; Refined.....gal.                     | .12       |
| Pimento, lb., 2.90.....oz.                                 | .25       |
| Rhodium, true, lb., 8.00.....oz.                           | .75       |
| Rose, Kazanlik.....oz.                                     | 4.50-5.00 |
| Botu Pappasoglu.....oz.                                    | 6.00      |
| Rosemary, Eperle.....lb.                                   | 1.50      |
| Trieste.....lb.  | .60       |
| Rue, lb., 8.00.....oz.                                     | .80       |
| Salad Union.....gal.                                       | 50-55     |
| Sandalwood, W. I., lb., 8.00; Engl.....lb.                 | 5.50      |
| Sassafras.....lb.  | .75       |
| Savin.....lb.  | 1.40      |
| Spearmint, lb., 5.50; H. G. H.....lb.                      | 5.75      |
| Sperm, Winter, Blea.....gal.                               | 1.00      |

|   |           |
|---|-----------|
| Oil, Spruce.....lb.   | .80       |
| Tany.....lb.  | 4.00-4.50 |
| Thyme, White.....lb.  | 1.25      |
| Turpentine.....gal.   | .75       |
| Valerian.....oz.  | .85       |
| Verbena, true.....oz.   | .50       |
| Whale.....gal.  | .75       |
| Wintergreen, Betula.....lb.   | 2.15-2.25 |
| Wintergreen, Synthetic, Fries Bros.....lb.  | .75       |
| Wintergreen, true.....lb.   | 3.25-3.50 |
| Wormseed.....lb.  | 8.50      |
| Wormwood.....lb.  | 4.00-4.50 |
| Ointment, Mercurial, 1 M.....lb.  | .48       |
| 1-3 M.....lb.   | .40       |
| Citrine.....lb.   | .46       |
| Oleate, Mercury, 20 p. c., lb., 3.00.....oz.  | .25       |
| Morphine, 5 p. c.....oz.  | .40       |
| Zinc, powd., lb., 2.50.....oz.  | .25       |
| Opium (See Gum).....oz.   | .80       |
| Orphol.....oz.  | .80       |
| Orthoform, 1-oz. vials.....oz.  | 1.40      |
| Hydrochlorate.....oz.   | 1.80      |
| Pancreatin, ozs., .50.....lb.   | 6.50      |
| Papain, purified.....oz.  | 1.00      |
| Papoid.....oz.  | 2.00      |
| Paraffine.....lb.   | 10-12     |
| Paraformaldehyde, Tablets, Fries Bros., lb., 3.50.....oz.   | .35       |
| Paris Green, 125-lb. kegs.....lb.   | 1.14      |
| 14-lb. kits, 14 1/2 and 3 lb.....lb.  | .18       |
| 1-lb., lb., 19; 1-lb.....lb.  | .30       |
| Pastilles, Black Fumigating.....lb.   | .35       |
| Red Fumigating.....lb.  | .40       |
| Paraform.....oz.  | .35       |
| Paraldehyde, 1-lb. bott.....lb.   | 1.50      |
| Pellotine, Muriate, 1 and 5 gr. vials.....oz.   | .25       |
| Pental, 10-gramme vials.....oz.   | .75       |
| Pepper, Black, lb., 18-20; powdered.....lb.   | 22-25     |
| White, lb., .25; powdered.....lb.   | .80       |
| Pepsin, Saccharated, lb., 1.00.....oz.  | .12       |
| Pure, Armour's, lb., 4.50.....oz.   | .38       |
| Peromin, 1-gramme vials.....each  | 1.00      |
| Phenacetin (25 ozs., .95).....oz.   | 1.00      |
| Pheno-Bromate, tablets or powder (10 ozs., less 10 p. c.; 25 ozs., less 10 p. c. and 5 p. c.).....oz. | 1.00      |
| Phenocoll, Hydrochloride, 25 grammes vial.....lb.   | 1.50      |
| Phosphorus.....lb.  | 1.00      |
| Phosphotal, lb., 10.00.....oz.  | 1.00      |
| Pilocarpine, Muriate, 5, 10 and 15 gr. vials.....gal.   | .6        |
| Piperazine, pure, 10 ozs., 3.80.....oz.   | 4.25      |
| In tubes, Schering's, 10 grammes tube.....lb.   | 1.50      |
| Piperin.....oz.   | .62       |
| Pitch, Black.....lb.  | .6        |
| Burgundy.....lb.  | 2-3       |
| Pixine, 2-oz. jars.....dos.   | 2.00      |
| 1-lb. jars.....dos.   | 10.00     |
| Veterinary, 2-oz. tins.....dos.   | 2.00      |
| 8-oz. tins.....dos.   | 4.00      |

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Hydrogen, Per Oxide, Technical.  
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Iodoform.  
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ALBERT F. WOOD, Detroit, Mich., Mfr. and Propr. of Satin Skin Cream, Satin Toilet and Talcum Powders, Satin-Skin Soaps, Satin Tooth Preparations, Satin Scents, etc.

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Preston & Merrill, Props. BOSTON.

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| Plaster, Calcined, bbl., 2.00.....lb. 3-4        | Root, Burdock, crushed.....lb. .20                   | Root, Stillingia, lb., .18; powdered.....lb. .25                                   |
| Dental.....bbl. 2.50                             | Calamus, Sliced, White.....lb. .50                   | Unicorn.....lb. .40  |
| Adhesive.....yd. 15-20                           | Calumba.....lb. .20                                  | Valerian, English, lb., .42; German.....lb. .30                                    |
| Belladonna.....lb. 1.25                          | Canada Snake.....lb. .38                             | Virginia Snake.....lb. .60   |
| Galbanum, U. S.....lb. .60                       | Cobosh, Black.....lb. .15                            | Yellow Dock.....lb. .22  |
| Lead.....lb. .88                                 | Colchicum, lb., .25; powdered.....lb. .30            | Zedoary, pure.....lb. .18  |
| Mercury, U. S. P.....lb. 1.00                    | Coltsfoot.....lb. .40                                |  |
| Pollantim-Dunbar (liquid or powder).....ea. 1.75 | Comfrey, crushed.....lb. .30                         | Rum, Bay, imported, 1 bbl., 2.00; 10 gals., 2.10; 5 gals., 2.25.....gal. 2.35-2.50 |
| Poppy Heads.....lb. 18-40                        | Crawley.....lb. 1.75-2.25                            | Bay, essence.....lb. 3.00  |
| Potash.....lb. 8-12                              | Ourcuma.....lb. .15                                  | Saccharin, lb., 4.50.....1-oz. tin .35   |
| Potassa, Caustic White.....lb. .28               | Dandelion, cut, 5 lbs., .17.....lb. .22              | Salacetol.....oz. .33  |
| Potassum, Acetate, bot. inc.....lb. 28-30        | Dwarf Elder, os.....lb. .20                          | Salicin, lb., 4.50.....oz. .35   |
| Bicarbonate, lb., .14; Bichromate.....lb. .14    | Elecampene, 5 lbs., .16.....lb. .22                  | Salipyrin.....oz. .80  |
| Bromide, 5 box, .31.....lb. 32-38                | Fern, Male.....lb. .22                               | Tablet.....oz. .80   |
| Carbonate.....lb. .12                            | Galangal, 5 lbs., .12.....lb. .14                    | Saiol, lb., 1.20.....oz. .15   |
| Chlorate, Eng., lb., .12; powdered.....lb. .10   | Gelsemium.....lb. .20                                | Salophen, 25 oss., .95.....oz. 1.00  |
| Citrate.....lb. .44                              | Gentian, 10 lbs., .9.....lb. .12                     | Salquinine.....oz. 1.25  |
| Cyanide, Fd.....lb. .46                          | ground, 5 lbs., .12.....lb. .15                      | Salicylate.....oz. 1.25  |
| Glycerophosphate.....oz. .35                     | powd., 5 lbs., .15.....lb. .18                       | Sanose.....oz. .35   |
| Hypophosphite, lbs., .80.....oz. .10             | Ginger, African.....lb. .14                          | Santonin, lb., 10.20-10.60.....oz. 70-74   |
| Iodide, 5 lbs., 3.25.....lb. 3.35-3.50           | powd., 5 lbs., .18.....lb. .20                       | Saola, Tilden's.....pt. .24  |
| Nitrate, Gran.....lb. .10                        | Jamaica, Bleached, 5 lbs., .18.....lb. .22           | "Save-the-Horse" Spavin Cure (\$5.00).....doz. 45.00                               |
| Pernanganate.....lb. 18-20                       | Bl., powd., 5 lbs., .27.....lb. .30                  | Scopolamine, Hydrobrom. Ph.G. (identical with Hyoscyne, U. S. P.) grain.....20-22  |
| Prussiate, Red.....lb. .20                       | Unbleached, 5 lbs., .18.....lb. .22                  | Seed, Anise, Italian.....lb. .15   |
| Yellow.....lb. .20                               | Glaseog.....lb. 6.50-9.00                            | Star.....lb. .35   |
| Sulphur.....lb. .18                              | Golden Seal.....lb. 1.60-1.75                        | Angelica.....lb. .30   |
| Probiin Pills, 90 in bot.....ea. 1.25            | Gold Throat.....lb. .80                              | Burdock.....lb. .25  |
| Propylamine.....oz. .55                          | Hellebore, Black.....lb. .15                         | Canary, Sicily.....lb. 1.20  |
| Protargol, 1 oss., 1.35; oss.....oz. 1.23        | White, powd., 5 lbs., .12.....lb. .15                | Cardamom, Aleppo.....lb. 1.00  |
| Pyramidon.....oz. 2.15                           | Indian Hemp, Black, lb., .25; White.....lb. .25      | Mangalore, bleached, extra.....lb. 1.65  |
| Quinaldin.....oz. 1.25                           | Indigo, Wild, oss.....lb. .25                        | Celery.....lb. 12-15   |
| Quassone.....doz. 10.00                          | Ipecac, lb., 1.65; powdered.....lb. 1.75             | Colchicum, lb., .55; powdered.....lb. .65  |
| Quinine, Bromide.....oz. .52                     | Jalap, lb., .18; powdered.....lb. .30                | Conium.....lb. .25   |
| Muriate.....oz. .52                              | Kava Kava.....lb. .30                                | Coriander.....lb. .18  |
| Sulphate, bulk.....oz. 20-22                     | Licorice, lb., 16-20; powd., 5 lbs., .12.....lb. .15 | Cumin.....lb. .18  |
| Sulph., 1-oz. vials, B. & S.....oz. 27-28        | Lily of the Valley.....lb. .20                       | Fennel.....lb. .16   |
| P. & W.....oz. 27-29                             | Lovage, select.....lb. .80                           | Fenugreek, powd., 25 lbs., .7.....lb. .10  |
| Blusiphate, 5-oz. can.....oz. 22-24              | Male Fern, select.....lb. .25                        | Flax, cleaned, bbl., 6.75.....lb. 4-5  |
| 1-oz. vials, B. & S.....oz. 27-29                | Mandrake, lb., .18; powdered.....lb. .22             | ground, bbl., .03.....lb. .5   |
| Tannate.....oz. .33                              | Masterwort.....lb. .25                               | Hemp, bag, 34.....lb. .5   |
| Valerianate.....oz. .55                          | Mugwort.....lb. .18                                  | Henbane.....lb. .45  |
| Quinolin.....oz. 1.00                            | Musk.....lb. .35                                     | Jambul.....oz. .25   |
| Quinolyl.....oz. 1.00                            | Nettle.....lb. .20                                   | Larkspur.....lb. .50   |
| Meslin, Common.....lb. .4                        | Orris, Florentine.....lb. 15-18                      | powdered.....lb. .60   |
| Jalap.....oz. .60                                | powdered.....lb. 18-22                               | Lobelia, powdered.....lb. .35  |
| Leptandrin.....oz. .35                           | fingers.....lb. .80                                  | Lovage, lb., .65; powdered.....lb. .70   |
| Podophyllin, lb., 4.00.....oz. .35               | infant.....lb. 2.75                                  | Millet.....lb. .6  |
| Scammony, U. S. P.....oz. .40                    | Verona, powdered.....lb. .20                         | Mustard, Black.....lb. .10   |
| White.....lb. .6                                 | Parsley.....lb. .20                                  | White, lb., .10; powdered.....lb. 25-31  |
| Resorcin, White, lb., 1.80.....oz. .17           | Pellitory.....lb. .40                                | Parsley.....lb. .15  |
| Fries Bros., lb., 2.20.....oz. .25               | Pink.....lb. .40                                     | Poppy, Blue.....lb. 10-12  |
| Respirasone, Tilden's.....pt. 1.08               | Pleurisy.....lb. .25                                 | White.....lb. .20  |
| Rheumacilite, doz., 4.80.....oz. .40             | Poke.....lb. .18                                     | Pumpkin.....lb. .20  |
| Rheumatol.....oz. 1.00                           | Pond Lily, White.....lb. .25                         | Quince, German, lb., .50; Russian.....lb. .40                                      |
| Rhodinal II.....oz. 4.00                         | Yellow.....lb. .25                                   | Rape, English.....lb. .64  |
| Rochelle Salts.....lb. 22-25                     | Queen of the Meadow.....lb. .20                      | German.....lb. .5  |
| 50-lb. boxes.....lb. 22-24                       | Rhatany.....lb. .27                                  | Strophanthus, Green.....lb. 1.50-1.60  |
| Rodagen.....oz. 1.00                             | Rhubarb, China.....lb. 60-75                         | Sundower seed.....lb. .20  |
| Root, Aconite.....lb. .30                        | China, cut.....lb. 1.00-2.00                         | Watermelon.....lb. .20   |
| Althea, lb., .28; cut.....lb. .35                | powdered.....lb. 40-85                               | Worm (Chenopodium).....lb. .25   |
| Belladonna.....lb. .20                           | Sasaparilla, Hond.....lb. .35                        | (Santonin).....lb. .30   |
| Berberis aquifolium.....lb. .20                  | cut.....lb. .44                                      | Seidlitz Mixture, 50 lbs., .18.....lb. 19-22                                       |
| Bitter.....lb. .28                               | Mexican, lb., .15; ground.....lb. .20                |  |
| Blackberry.....lb. .20                           | Senega.....lb. .90                                   |  |
| Black Snake.....lb. .20                          | Serpentaria.....lb. .60                              |  |
| Blood.....lb. .24                                | Squill, select.....lb. .10                           |  |

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Ammonol Powdered.  
Ammonol Salicylate Powdered. In one-ounce bottles only.  
Ammonol Tablets.  
Ammonol Salicylate Tablets.  
Ammonol Lithiated Tablets.  
Ammonol Peptonate Tablets.  
Ammonol Bromide Tablets.  
Ammonol Camphorated Tablets.  
Ammonol with Camphor and Codeine Tablets.  
Ammonol with Ipecac and Opium Tablets.  
In five-grain flat oval tablets, put up in one-ounce bottles.

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.



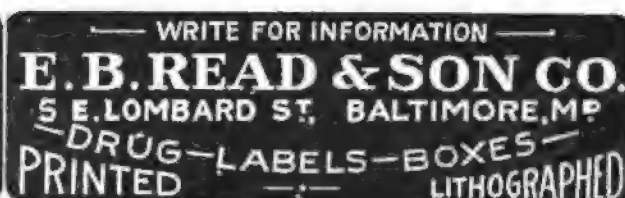
|  |           |  |       |  |       |
|--|-----------|--|-------|--|-------|
| Silver, Nitrate, cryst., lb., 7.00.....oz. | 45-48     | Thioform, 25-gramme pkgs.....each            | .50   | Zinc, Sulphate, bbls., 3j.....lb.            | 5-6   |
| 57 per cent., oz., 37; 50 per cent. oz.    | .30       | Thiol, liquid, oz., 40; powdered.....oz.     | .75   | Sulphocarbonate, lbs., .50.....oz.           | .7-9  |
| Cones.....lb.                              | .60-68    | Thymol (Thymic Acid), lbs., 2.25.....oz.     | .27   | Valerianate, lbs., 1.75.....oz.              | .20   |
| Soap, Castile, Marcellis, box, 7.....lb.   | .10       | Tinct. Stimulo, Christy's, lbs.....lb.       | 4.25  | <b>PAINTS AND COLORS.</b>                    |       |
| Mottled, pure, box, 8.....lb.              | .10       | 1 lb., lb. 4.35; 1 lb., lbs.....lb.          | 4.50  | Black, Coach, in oil.....lb.                 | 18-25 |
| White, Cont's, box, 12.....lb.             | .14       | Trional, 25 ozs., 1.40.....oz.               | 1.50  | dry.....lb.                                  | 15-20 |
| powdered, 25 lbs., 28.....lb.              | .35       | Tuberculinum Kochii, "Pasteur,"              |       | Drop, in oil.....lb.                         | 15-25 |
| Green (Sapo Vir.), 10 lbs., 12.....lb.     | 10-15     | 1 Cc.....dos.                                | 3.20  | dry, in oil.....lb.                          | 12-20 |
| Eng. Blue Mottled Soap, cases, 112lbs.     | 5.50-6.50 | Tuberculin (Veterinary), "Pasteur,"          |       | Ivory, in oil, lb., 18-25; dry.....lb.       | 12-18 |
| Soda, Chlor. Sol.....dos.                  | 2.25      | 1 Cc.....dos.                                | 3.20  | in Japan.....lb.                             | 22-25 |
| Sodium, Acetate, pure, gran.....lb.        | .15       | Tuberculin Solution (Veterinary),            |       | Lamp, Germantown, ass'd papers, 1-lb.        |       |
| Bicarbonate, Eng., keg, 2j.....lb.         | 4-5       | "Pasteur," 10 Cc.....dos.                    | 4.00  | 1-lb., 1-lb.....lb.                          | .12   |
| 1 Natrona, keg, 2j.....lb.                 | 3-5       | Turpentine, Spirits, bbls., .65.....gal.     | 70-80 | in oil.....lb.                               | .10   |
| Bromide.....lb.                            | 37-39     | Chian, oz., 45; Venice.....lb.               | .30   | Black Lem., E. I., 25 lbs., 6j.....lb.       | .8    |
| Carbonate, bbl., 1.....lb.                 | .24       | Tussol.....oz.                               | 1.65  | German, 1 lb., 4j.....lb.                    | .6    |
| Citrate.....lb.                            | .47       | Urethane, O. P.....oz.                       | .54   | Blue, Celestial, dry.....lb.                 | .10   |
| Glycerophosphate.....lb.                   | .35       | Urecedin, 5 ozs.....dos.                     | 15.00 | Chinese, dry.....lb.                         | .60   |
| Hypophosphite, lb., .85.....lb.            | 10-14     | Urotropin Tablets, 5 or 7j grs.....dos.      | .80   | Paint, in oil.....lb.                        | .9    |
| Hypophosphite, kg., 2j.....lb.             | .5        | Vaccine, Mulford's (Discount 40 per          |       | Prussian, dry.....lb.                        | .50   |
| Iodide, lb., 4.75.....oz.                  | .40       | cent.), 1 pkg. Glycerinized Lymph.           |       | in oil.....lb.                               | .45   |
| Phosphate, cryst.....lb.                   | .10       | containing 10 tubes.....1.00                 |       | Soluble, 10 lbs., 45.....lb.                 | .50   |
| Salicylate.....lb.                         | .44       | 1 vial Glycerinized Lymph. containing        |       | Ultramarine, dry.....lb.                     | .15   |
| Silicate, Syrupy, bbl., 2j.....lb.         | 5-10      | sufficient for 50 vaccinations.....4.50      |       | in oil.....lb.                               | .20   |
| Sulphate.....lb.                           | .8        | 1 pkg. Ivory Points, containing 10           |       | Brown, Sienna, burnt, dry.....lb.            | .4    |
| Somatose, 2 ozs.....dos.                   | 8.25      | points.....95-1.35                           |       | in oil.....lb.                               | 10-15 |
| Somnal.....oz.                             | .90       | Glycerinated, F. Stearns & Co., Points       |       | Raw, dry.....lb.                             | .4    |
| Sosolodol.....oz.                          | 1.15      | (10 in a package).....1.00                   |       | in oil.....lb.                               | 10-15 |
| Sparteine, Sulph., B & S.....oz.           | 75-1.00   | Tubes (10 tubes in one wooden box,           |       | Spanish, dry, bbls., 1.....lb.               | .8    |
| Spermaceti.....lb.                         | 32-35     | accompanied by one needle, rubber            |       | Vandyke, dry.....lb.                         | .6    |
| Spermine, Poehl, box 4 tubes.....ea.       | 8.00      | bulb and 10 temporary shields).....1.00      |       | Chalk, lump, bbls., 1.....lb.                | .18   |
| Spirit Ether Nit., U. S. P.....lb.         | .52       | Discount, 40 per cent.....65-85              |       | Green, Chrome, powd., 6-lb. cans, 10.....lb. | 12    |
| Streptolytic Serum, Stearns', 20           |           | Vanillin (various brands).....oz.            | 290   | in oil.....lb.                               | 12-16 |
| Cc., in two sero-bulbs of 10 Cc.           |           | Veratrine, i-oz., 2.75; Sulph., 4ths.....oz. | 1.60  | Paris, bulk, lbs., 16-17; 1-lb., 18-20;      |       |
| each.....3.00                              |           | Veronal, i-oz., oz., 1.60; 1-oz., oz.        | .40   | 1-lb., 20-22; 1-lb., 22-25; in oil, lb.      | 22-27 |
| Discount, 25 per cent.....lb.              | .18       | Veronal Tablets, 5 grs., tubes, 15 ea.       | 1.15  | Litharge.....lb.                             | .10   |
| Strontium, Nitrate.....oz.                 | .12       | " " " " 100.....ea.                          | 2.25  | Pumice Stone, bbl., 6.....lb.                | .8    |
| Bromide, lb., .65.....oz.                  | .41       | Water, Ammonia, 16 deg., carboy, 3j.....lb.  | .6    | powdered, bbl., 3.....lb.                    | .6    |
| Iodide.....lb.                             | .16       | 20 deg., carboys, 4j.....lb.                 | .8    | Putty, in bladders, bbls., 2j.....lb.        | 2j    |
| Lactate, lb., 1.25.....oz.                 | .13       | 26 deg. (Conct.), carboy, 8j.....lb.         | 10-12 | in oil.....lb.                               | .8    |
| Salicylate, lb., 75.....oz.                | .4        | Wax, Bayberry.....lb.                        | 90-70 | Red, Indian, Eng., dry.....lb.               | 10-15 |
| Strophanthin, c. p. cryst.....grain        | 1.20      | Carnauba, No. 1.....lb.                      | 55-60 | in oil.....lb.                               | 8-10  |
| Strychnine, Crystals, i-oz. vials.....oz.  | 1.20      | Corexin, yellow, cases, 18.....lb.           | 22    | Lead.....lb.                                 | 12    |
| powdered, i-oz. vials.....oz.              | 1.20      | " " white, cases, 21.....lb.                 | 25-28 | Orange Mineral.....lb.                       | .5    |
| Sulphate, i-oz. vials.....oz.              | 2.50      | Japan, cases, 15.....lb.                     | 18-20 | Rose Lake, Eng., dry.....lb.                 | 15    |
| Glycerophosphate, ozs.....oz.              | 1.85      | White, Star Brand, 60 lbs., 50.....lb.       | .55   | Pink, Eng., dry.....lb.                      | 4     |
| Sulfonal, 25 ozs., 1.25.....oz.            | 4-5       | White, S. B.....lb.                          | .35   | Tuscan, Eng., dry.....lb.                    | 22    |
| Sulphur, Flowers, bbls., 2j.....lb.        | 16-18     | Leonard's T. L. Brand, 60 lbs., 47j.....lb.  | .55   | in oil.....lb.                               | .23   |
| Precipitate, pure.....lb.                  | 1.00      | " " 60 lbs., 42j.....lb.                     | .50   | Venetian, dry, American, bbls., 1.....lb.    | .2j   |
| Suprarenal Glands, Desiccated,             |           | Yellow, select.....lb.                       | .38   | Vermilion, American.....lb.                  | .20   |
| powd., oz., 2.00; Tablets.....oz.          | 1.20      | White Lead, Dry, pure.....lb.                | .10   | Chinese.....lb.                              | .90   |
| Saccharated.....oz.                        | .65       | Zinc, American, lb., 10; French.....lb.      | .15   | English.....lb.                              | .80   |
| Tablets, 1 grain, per 100.....oz.          | 1.00      | Whiting, bbls., 10.....lb.                   | .3    | Rotten Stone, bbl., 6.....lb.                | .8    |
| Capsules, 1 grain, per 100.....oz.         | 1.70      | Witch Hazel Ext., 10 gals., 70.....gal.      | .85   | Umber, Burnt, bbls., 1j.....lb.              | .8    |
| Sycose, 2-oz. package.....each             | 6.00      | Wood, Guaiac, rasped.....lb.                 | .6    | Raw, bbls., 1j.....lb.                       | .8    |
| Takadiastase.....oz.                       | .75       | Quassia Chips, bbl., 6.....lb.               | 7-12  | White, China, dry.....lb.                    | 20    |
| Liquid, 8-oz. bots.....dos.                | .75       | Red Saunders, bbl., 4.....lb.                | 6-8   | Flake, dry.....lb.                           | 15    |
| Tannigen, 25 ozs., .65.....oz.             | .75       | Sandal, ground.....lb.                       | .40   | Lead, dry.....lb.                            | 10    |
| Tannopine.....oz.                          | .75       | Yohimbin Hydrochlor, i-gramme                |       | oil.....lb.                                  | 9-10  |
| Tar, N. O. pine, Diamond brand, pts.dos.   | .95       | vials.....each                               | 5.00  | Paris, English.....lb.                       | .8    |
| Tartar Emetic, powdered.....lb.            | .86       | Tablets, 1-12 gr., 10 in tube.....each       | 1.00  | Whiting, bbls., 1.....lb.                    | .8    |
| Terebene.....lb.                           | .65       | Zinc, Acetate.....lb.                        | 25-30 | Yellow, Chrome, dry.....lb.                  | 10-15 |
| Terpin Hydrate, cryst.....oz.              | .10       | Carbonate, Precip.....lb.                    | .23   | in oil.....lb.                               | 10-20 |
| in bulk.....lb.                            | .45       | Chloride, granular, lbs., 22.....oz.         | .6    | Golden, in oil.....lb.                       | .16   |
| Theocin-Bayer.....ozs.                     | 2.70      | Iodide.....oz.                               | .40   | Ochre, French, dry, bbls., 1j.....lb.        | 2j    |
| Theophyllin, B. & S.....ozs.               | 1.40      | Oxide.....lb.                                | .10   | American, dry, bbls., 1.....lb.              | .2    |
| sodium.....oz.                             | 1.50      | Hubbuck's, 7-lb. boxes, 35.....lb.           | 38-40 | Zinc, White, dry, American.....lb.           | .8    |
| sodium salicylate.....oz.                  | 1.10      |  |       | in oil.....lb.                               | 10    |
| Thigenol, lbs., 4.00.....oz.               | .82       |  |       |  |       |

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on our brand, so that it may now be obtained through the Wholesale Druggist, in competition with brands sold direct to the Retail trade. Ask your jobber to quote you price on the M. C. W. Brand.

**Mallinckrodt Chemical Works.**



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M. J. BREITENBACH COMPANY

NEW YORK CITY

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|   |  |  |
|---|--|--|
| Heroin, 15-gr. vials, ea., 23.....os. 4.25  | Jerquertol Serum, 4 tubes in box. ea. 7.50                     | Stramonium.....lb. 1.20                        |
| Hippol, Crystalline.....os. 1.50  | Jecorin Tablets, 12's.....dos. 4.00                            | Strawberry Leaves.....lb. .25                  |
| Tab., 7 1/2 gr. ea.....box .65  | Jewelers' Rouge.....lb. .75                                    | Uva Ursa.....lb. .12                           |
| Hydrocyanate of Iron, Tilden's.....os. .80  | Juice, Dandelion, Eng.....lb. 1.40                             | Witch Hazel.....lb. .15                        |
| Honey.....lb. 12-15   | Juniper, Germ.....lb. .25-30                                   | Leeches, Swedish, per 100, 4.00.....dos. 1.00  |
| Hops, fresh, 1904, bulk, 38.....lb. 40-42   | Lime.....gal. 90-1.00  | Liquorice, P. S.....lb. .25                    |
| pressed, 1/2 and lbs.....lb. 40-42  | Junket Tablets (10c. size), 8 dos. dos. 1.80                   | Carbide.....lb. .25                            |
| pressed, oss.....lb. .45  | Kamala, purified, powdered.....lb. .85                         | Lime, Chlorinated, bulk, bbls., 3.....lb. .5   |
| Holocain, 1-gramme vials, .35; 5-gramme vials, 1.50.....1-oz. vials 7.00                | No. 2 powdered.....lb. .85                                     | 1-lb. tins.....lb. .84                         |
| Homatropine, Hydrobrom, 5, 10 and 15 vials.....grain 30-35                              | Kaolin.....lb. .08   | Litharge.....lb. 10-12                         |
| Hydrastine, Alkaloid.....os. 6.25   | Kelene, automatic, 1.10.....lb. 50-1.00                        | Lithium, Bromide.....os. .25                   |
| Hydrogen Dioxide.....lb. 28-50  | Kermes Mineral.....lb. .85                                     | Carbonate.....lb. 1.75-2.00                    |
| Hydroquinone.....os. .15  | Kola Nut lb., 25; powdered.....os. 1.00                        | Citrate.....lb. 1.25                           |
| Hyoscyamine, Alkaloid, 5, 10, 15 gr. v.....grain 40                                     | Lactophenin, powd. or tab., 25 oss. 30.....os. 1.00            | Glycerino-Phosph.....os. .74                   |
| Hydrobromate, 5, 10, 15 gr. v.....grain 30  | Lacto-Somatose, 2-oz. tins.....dos. 10.50                      | Iodide.....os. .41                             |
| Sulphate, pure Amorph., 5, 10, 15 gr. v.....grain 25                                    | 1-lbs.....lb. 6.75   | Saliclate.....os. .15                          |
| Hypnol, Hoechst.....os. 1.15  | Lactucarium, lbs., 4.00.....os. .40                            | Litmus.....lb. .40                             |
| Iatrol.....os. .95  | Laminoids.....dos. 8.00  | Lomophan.....os. 1.20                          |
| Ichthyol, lb., 4.00.....os. .35   | Lamisol, 1-oz. jars, dos., 2.50; 4-oz. dos., 9.50.....lb. 2.50 | Lunar Casside, pure, 7.50.....os. 45-51        |
| Indigo, Madras.....lb. .75  | Lanolin, Liebrich (Wool Fat), 10 lbs., 75.....lb. 40           | Lupulin, American.....lb. .65                  |
| Manilla.....lb. .75   | Lanoline Paraffin, B. J. D.....lb. 12-14                       | German.....lb. .50                             |
| Sulphate comp., 9-lb. bot.....lb. .45   | Lead, Acetate, White.....lb. 12-14                             | Lyceol, 10 oss., 2.80.....os. 4.25             |
| Paste.....lb. .20   | Carbonate.....lb. .12  | Lycopodium, Polita, 10 lbs., 90.....lb. 95-100 |
| Insect Powder, pure, bbls., 35; 50 lbs., 35; 25 lbs., 38.....lb. 35-42                  | Iodide.....lb. .28   | Lysiden.....lb. .75                            |
| W. & S., bbls., 20; kegs, 50 lbs., 20; drums, 25 lbs., 21.....lb. .25                   | Red.....lb. .10  | Lysol.....lb. .67                              |
| Iodine, lb., 4.80.....os. 35-42   | Subacetate, Sol.....lb. .18                                    | Mace.....lb. .70                               |
| Iodoform, lb., 5.50.....os. .41   | Leaf, Aconite.....lb. .20                                      | Magnesia, Calcined.....lb. 70-75               |
| Iodol.....os. 1.25  | Eng., 1-lb. cans only.....lb. 1.10                             | heavy.....lb. 75-85                            |
| Iodopyrine.....os. 1.40   | Arbor Vitae.....lb. .20  | Magnesium, carbonate, 1/2 lbs.....lb. 20-30    |
| Iodothyrene, oss., 3.40; 1-oz. 3.65; 1-oz. Iron, by Hydrogen, gray, U. S. P.....lb. .45 | Bay.....lb. .12  | 2 oz.....lb. 22-32                             |
| Benzoate.....os. .25  | Belladonna.....lb. .25   | S. S.....lb. 55-70                             |
| Caedylate.....os. 5.00  | Eng., 1-lb. cans only.....lb. 1.20                             | Citrate, gran.....lb. 50-75                    |
| Carbonate, precip., lb., 18; sacch.....lb. .50  | Blessed Thistle, oss.....lb. .20                               | Sulph. (Epsom Salt), bbls., 01.....lb. 2-4     |
| Vallet's.....lb. .30  | Blackberry.....lb. .27   | Maltopapaine, Tilden's.....pt. .65             |
| Chloride.....lb. .35  | Borage, oss.....lb. .58  | Manganauero, 1-oz. bots.....dos. 8.50          |
| Sol., U. S. P.....lb. .14   | Butternut.....lb. .15  | Manganese, Black Oxide.....lb. 5-12            |
| Tinct., U. S. P.....lb. .25   | Buchu, long, lb., .60; short.....lb. .25                       | Hypophosphite, os., 20; sulphate.....os. .5    |
| Citrate, U. S. P.....lb. .59  | Caster Oil.....lb. .30   | Manna, large flake.....lb. 60-70               |
| and Ammonium.....lb. .56  | Cherry Laurel.....lb. .40                                      | small flake, 5 lbs., 40.....lb. .45            |
| Dialsed Solution, lbs., 1.90.....os. 18-23  | Chestnut.....lb. .23   | Mannite.....lb. 2.25                           |
| Glycerophosphate.....os. .36  | Coca, Huanuco, lb., 40; Truxillo.....lb. .35                   | Marble Dust.....bbl. 1.50                      |
| tablets, boxes, 50 5-gr.....os. 40  | Coltsfoot, oss.....lb. .25                                     | Martell.....os. 1.25                           |
| Lactate.....os. .40   | Conium, lb.....lb. .16   | Menthol, lbs., 2.75.....os. 23-25              |
| Iodide, os., 37; syrup of.....os. .7  | Damiana.....lb. .80  | Mercauro, 1-oz. bots.....dos. 8.50             |
| Pernitrate, Solution.....lb. .25  | Digitalis.....lb. .26  | Mercury, 5 lbs., 70.....lb. 72-73              |
| Pyrophosphate, Soluble.....lb. .51  | Eng., 1-lb. cans only.....lb. .58                              | Colloidal.....os. .55                          |
| Phosphate, scales, U. S. P.....lb. .51  | Eucalyptus.....lb. .15   | Ammon.....lb. 1.10                             |
| Subsulphate (Monse's).....lb. .23   | Fern, sweet, oss.....lb. .22                                   | Biophosphate.....lb. .75                       |
| Solution (Monse's).....lb. .15  | Foxglove, oss.....lb. .30                                      | Chloride, Corrosive, 10 lbs., 80.....lb. .85   |
| Sulphate, pure.....lb. .6   | Hyoscyamus.....lb. .25   | Chloride, powdered, 10 lbs., 90.....lb. .95    |
| exsiccated.....lb. .15  | Am., 1-lb. cans only.....lb. 1.60                              | Calomel, 10 lbs., 90.....lb. .95               |
| and Potass, Tartrate.....lb. .48  | Eng., Biennial, 1-lb. bots. only.....lb. 3.00                  | with Chalk.....lb. .43                         |
| and Ammonium Tartrate.....lb. .62   | German, bulk.....lb. .25                                       | Iodide, Proto, lbs., 3.65.....os. .27          |
| Isaerol, lb., 4.10.....os. 30-35  | Jaborandi, true.....lb. .34                                    | Biniodide, lbs., 2.70.....os. .27              |
| Isinglass, American.....lb. .90   | Laurel, true.....lb. .15                                       | Oxide, Red.....lb. 1.10                        |
| Russian, true, Beluga.....lb. 4.25  | Matteo.....lb. .85   | Pill (Blue Mass).....lb. .60                   |
|   | Patchouli.....lb. .60  | powdered.....lb. .60                           |
|   | Raspberry, oss.....lb. .25                                     | Herring's English.....lb. 1.25                 |
|   | Senna, Alexandria.....lb. 25-35                                | Red Precipitate.....lb. 1.05                   |
|   | Leaf, Senna Tinnivelly.....lb. 15-20                           | White Precipitate.....lb. 1.15                 |
|   | India.....lb. .15  | powdered.....lb. .47                           |
|   |  | Mesocan-Wayer.....os. .45                      |
|   |  | Methyl Acetate.....os. .45                     |
|   |  | Bichloride.....os. .65                         |

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| Methyl, iodide.....lb. 1.00                                  | Oil, Coconut, Refined, 10 lbs., 18.....lb. .22  | Oil, Spruce.....lb. .60                        |
| Oxide.....oz. .50  | Codliver, N. F., kegs, 30 gals., 26.00          | Tansy.....lb. 4.00-4.50                        |
| Sulleylate.....lb. .50-60                                    | to 27.50 ea. gal. 1.50-1.75                     | Thyme, White.....lb. 1.25                      |
| Methylene, Bichloride.....oz. .65                            | Norwegian, bbls., 30 gals., 25.00 to            | Turpentine.....gal. .75                        |
| Migrainin, oz. tins.....oz. 1.50                             | 28.00 gal. 1.00-1.15                            | Valerian.....oz. .65                           |
| Milk Sugar, powdered, 10 lbs., 20 lbs. 20-22                 | Copaiba.....lb. 1.10                            | Verbena, true.....oz. .50                      |
| Morphine, Acetate.....oz. 2.80                               | Cottonseed.....gal. .45-55                      | Whale.....gal. .75                             |
| Muriate, 1/2.....oz. 2.80                                    | Croton.....lb. 1.20                             | Wintergreen, Betula.....lb. 2.15-2.25          |
| Sulphate, 1/2 P. & W.....oz. 2.55                            | Croton, Eng.....lb. 1.75                        | Wintergreen, Synthetic, Fries Bros.....lb. .75 |
| 2 1/2 oz. cartons (20 oss., 2.45).....lb. 18-22              | Cubeb, Amer.....lb. 1.15                        | Wintergreen, true.....lb. 3.25-3.50            |
| Wass, Iceland, lb., 12; Irish.....oz. 14.00-20.00            | Cumin, lb., 4.50.....oz. .35                    | Wormseed.....lb. 3.50                          |
| Musk, Tonquin, Pods.....oz. 22.00-24.00                      | Eriogon.....lb. 1.25                            | Wormwood.....lb. 4.00-4.50                     |
| Nailitiss.....dos. 2.00                                      | Eucalyptus, Australian.....lb. .90              | Ointment, Mercurial, 1 M.....lb. .48           |
| Naphtha, Wood.....lb. .24                                    | Fennel.....lb. 1.75                             | 1-3 M.....lb. .40                              |
| Wood, 1/2 p. c., bbls., 75.....gal. 80-90                    | Geranium, Turkish.....lb. 4.50                  | Citrus.....lb. .46                             |
| Naphthaline, balls, 50 lbs., 3 1/2.....lb. 4-5               | French.....lb. 8.00                             | Oleate, Mercury, 20 p. c., lb., 3.00 oz. 25    |
| cakes and squares.....lb. .6-8                               | Prepared.....lb. 16.00                          | Morphine, 5 p. c.....oz. .40                   |
| Naphthol.....oz. .18   | Juniper Berries.....lb. 1.50                    | Zinc, powd., lb., 2.50.....oz. .25             |
| Narcotine.....oz. 6.50                                       | Wood.....lb. .60                                | Opium (See Gum).....oz. .80                    |
| Nephritis, Tilden's.....pt. .82                              | Lard, No. 1.....gal. .90                        | Orphol.....oz. .80                             |
| Nickel, Bromide.....oz. .30                                  | Lavender Flowers.....lb. 2.50                   | Orthoform, 1-oz. vials.....oz. 1.40            |
| Carbonate.....oz. .25  | Chiris.....lb. 2.75                             | Hydrochlorate.....oz. 1.80                     |
| Chloride.....oz. .20   | Garden.....lb. 1.10                             | Pamercatin, oss., 50.....lb. 6.50              |
| Metallic.....oz. .25   | Lemon.....lb. 1.00                              | Papain, purified.....oz. 1.00                  |
| Nitrate.....oz. .18  | 1-lb. copper cans.....lb. 1.00                  | Papoid.....oz. 2.00                            |
| Oxide, pure.....oz. .75                                      | Sanderson's.....lb. 1.25                        | Paraffine.....lb. 10-13                        |
| Sulphate.....oz. .10   | Lemongrass.....lb. 3.75                         | Paraformaldehyde, Tablets, Fries               |
| Nitramin.....oz. 3.50  | Linseed, Billed, by bbl., 58.....gal. 63-68     | Bros., lb., 3.50.....oz. .35                   |
| Nitroglycerin, 1 per cent. Solution, 1 lb., 1.10.....oz. .12 | Linseed, Raw, by bbl., 58.....gal. 61-66        | Paris Green, 125-lb. kegs.....lb. 1.15         |
| Nosphen.....dos. 4.50  | Mustard, Expresed.....gal. .75                  | 14-lb. kits, 14 1/2; 1 and 3 lb.....lb. .18    |
| Nutrolactis.....dos. 10.00                                   | Mustard, Essential, lb., 5.50.....oz. 45-50     | 1-lb. lb., 10 1/2; 1-lb.....lb. 1.20           |
| Nutgalls, lb., 22; powdered.....lb. .82                      | Neatsfoot.....gal. .90                          | Pastilles, Black Fumigating.....lb. .85        |
| Nutmegs.....lb. 40-45  | Neroli, Bigarade.....oz. 3.50                   | Red Fumigating.....lb. .40                     |
| Nutrose, lbs., 4.00; 1 lb., 3.75.....lb. 3.35                | Chiris.....oz. 3.75                             | Paraform.....oz. .25                           |
| Nux Vomica.....lb. 8-10                                      | Petale.....oz. 4.00                             | Paraldehyde, 1-lb. bots.....lbs. 1.50          |
| Powdered, pure.....lb. 20-25                                 | Oliva, Malaga.....gal. .75                      | Pellotine, Muriate, 1 and 5 gr. vials          |
| Oakum, bales 50 lbs., .08.....lb. .12                        | Fine Salad, 3-gal. cans, 2.50.....gal. 2.75     | each .25                                       |
| Oatmeal.....lb. .6   | Orange, Bitter.....lb. 4.00                     | Pental, 10-gramme vials.....each .75           |
| Oil, Almond, Bitter, lb., 6.50.....oz. .55                   | Sweet.....lb. 2.00                              | Pepper, Black, lb., 18-20; powdered, lb. 22-25 |
| Sweet, True, 5 lbs., 42.....lb. 45-50                        | 1-lb. copper cans.....2.10                      | White, lb., 25; powdered.....lb. .30           |
| Amber, crude.....lb. .25                                     | Origanum, pure.....lb. .85-1.10                 | Pepsin, Saccharated, lb., 1.00.....oz. .12     |
| rect.....lb. .40   | Palm.....lb. .20                                | Pure, Armour's, lb., 4.50.....oz. .35          |
| Anise.....lb. 1.25-1.35                                      | Patchouli, lb., 7.50.....oz. .65                | Peronin, 1-gramme vials.....each 1.00          |
| Bay, American, bot. 22 oss., 3.75.....oz. .35                | Pennyroyal, 5 lbs., 1.50.....lb. 1.00           | Phenacetin (25 oss., 95).....oz. 1.00          |
| West Indies, bot. 23 oss., 8.50.....oz. .50                  | Peppermint.....lb. 3.25-3.40                    | Pheno-Bromate, tablets or powder               |
| Benne.....gal. 1.00  | Hotchkiss.....lb. 3.35-3.50                     | (10 oss., less 10 p. c.; 25 oss., less         |
| Bergamot.....lb. 2.40  | Redistilled.....lb. 4.00-4.25                   | 10 p. c. and 5 p. c.).....oz. 1.00             |
| Bergamot, 5-lb. cans.....lb. 2.40                            | Petroleum, crude.....gal. .25                   | Phenocoll, Hydrochloride, 25 grammes           |
| Sanderson's.....lb. 2.50                                     | Lubricating, gal., 20; Refined.....gal. .12     | vial 1.50                                      |
| Black Pepper.....lb. .75                                     | Pimento, lb., 2.90.....oz. .25                  | Phosphorus.....lb. 1.00                        |
| Cade.....lb. .30   | Rhodium, true, lb., 8.00.....oz. .75            | Phosphotal, lb., 10.00.....oz. 1.00            |
| Cajuput.....lb. 75-88  | Rose, Kasanik.....oz. 4.50-5.00                 | Pilocarpine, Muriate, 5, 10 and 15 gr.         |
| Capicum.....oz. .50  | Both Pappasogion.....oz. 6.00                   | vials.....grain. .6                            |
| Caraway.....lb. 1.75   | Rosemary, Sperle.....lb. 1.50                   | Piperazine, pure, 10 oss., 3.80.....oz. 4.25   |
| Cassia.....lb. 1.00-1.10                                     | Trieste.....lb. .60                             | In tubes, Schering's, 10 gramme tube           |
| Caster, 40-lb. can, 12.....lb. 13-14                         | Rue, lb., 3.00.....oz. .30                      | 1.50   |
| Cedar Leaves, Amer.....lb. 90-95                             | Salad Union.....gal. .50-55                     | Piperin.....oz. .62                            |
| Chaulmoogra.....lb. 2.50                                     | Sandalwood, W. I., lb., 3.60; Engl.....lb. 5.50 | Pitch, Black.....lb. .6                        |
| Cinnamon, Ceylon, lb., 15.00.....oz. 1.10                    | Sassafras.....lb. .75                           | Burgundy.....lb. 3-8                           |
| Citronella.....lb. 85-95                                     | Savin.....lb. 1.40                              | Pixine, 2-oz. jars.....dos. 2.00               |
| Clove, 5 lbs., 90.....lb. 95-100                             | Spearmint, lb., 5.50; H. G. H.....lb. 5.75      | 1-lb. jars.....dos. 10.00                      |
|  | Sperm, Winter, Blea.....gal. 1.00               | Veterinary 2-oz. tins.....dos. 2.00            |
|  |   | 8-oz. tins.....dos. 4.00                       |

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| Dental.....bbl.                             | 2.50      | Calamus, Sliced, White.....lb.                   | .50       | Urncom.....lb.  | .40       |
| Adhesive.....yd.                            | 15-20     | Calamus.....lb.                                  | .20       | Valerian, English, lb., .42; German.....lb.                                 | .30       |
| Belladonna.....lb.                          | 1.25      | Canada Snake.....lb.                             | .38       | Virginia Snake.....lb.  | .80       |
| Galbanum, U. S.....lb.                      | .60       | Cochinch, Black.....lb.                          | .15       | Yellow Dock.....lb.   | .22       |
| Lead.....lb.                                | .88       | Cochicum, lb., .25; powdered.....lb.             | .30       | Zedoary, pure.....lb.   | .18       |
| Mercury, U. S. F.....lb.                    | 1.00      | Coltsfoot.....lb.                                | .40       |   |           |
| Pollantin-Dumbar (Liquid or powder).....ea. | 1.75      | Comfrey, crushed.....lb.                         | .20       | Rum, Bay, imported, 4 bbls., 2.00; 10 gals., 2.15; 5 gals., 2.25.....gal.   | 2.55-2.50 |
| Poppy Heads.....lb.                         | 18-40     | Crawley.....lb.                                  | 1.75-2.25 | Bay, essence.....lb.  | 3.00      |
| Potash.....lb.                              | 8-12      | Curcuma.....lb.                                  | .15       | Saccharin, lb., 4.50.....oz. tin  | .35       |
| Potassa, Caustic White.....lb.              | .25       | Dandelion, cut, 5 lbs., .17.....lb.              | .22       | Salacetol.....oz.   | .33       |
| Potassium, Acetate, bot. inc.....lb.        | 28-30     | Dwarf Elder, oz.....lb.                          | .20       | Salicin, lb., 4.50.....oz.  | .35       |
| Bicarbonat, lb., .14; Bichromate.....lb.    | .14       | Elecampane, 5 lbs., .16.....lb.                  | .20       | Salipyrin.....oz.   | .80       |
| Bromide, 5 box, .31.....lb.                 | 32-38     | Fern, Male.....lb.                               | .14       | Tablet.....oz.  | .15       |
| Carbonate.....lb.                           | .12       | Galangal, 5 lbs., .12.....lb.                    | .20       | Salol, lb., 1.90.....oz.  | 1.00      |
| Chlorate, Eng., lb., .12; powdered.....lb.  | .44       | Gelsemium.....lb.                                | .12       | Salophen, 25 ozs., .95.....oz.  | 1.25      |
| Citrate.....lb.                             | .46       | Gentian, 10 lbs., .9.....lb.                     | .15       | Salosquimine.....oz.  | 1.25      |
| Cyanide, P.....lb.                          | .35       | ground, 5 lbs., .12.....lb.                      | .15       | Sanose.....oz.  | .25       |
| Glycerophosphate.....oz.                    | .10       | powd., 5 lbs., .15.....lb.                       | .14       | Santonin, lb., 10.20-10.60.....oz.  | 70-74     |
| Hypophosphite, lbs., .80.....oz.            | 3.35-3.50 | Ginger, African.....lb.                          | .20       | Saola, Tilden's.....pt.   | .24       |
| Iodide, 5 lbs., 3.25.....lb.                | 3.35-3.50 | powd., 5 lbs., .18.....lb.                       | .22       | "Save-the-Horse" Spavin Cure (\$5.00).....dos.                              | 48.00     |
| Nitrate, Gran.....lb.                       | 18-20     | Jamaica, Bleached, 5 lbs., .18.....lb.           | .22       | Scopolamine, Hydrobrom, Ph.G. (identical with Hyoscine, U. S. P.).....grain | 20-22     |
| Permanganate.....lb.                        | .50       | Bl., powd., 5 lbs., .27.....lb.                  | .30       | Seed, Anise, Italian.....lb.  | .15       |
| Prussiate, Red.....lb.                      | .20       | Unbleached, 5 lbs., .18.....lb.                  | .22       | Star.....lb.  | .35       |
| Yellow.....lb.                              | .18       | Ginseng.....lb.                                  | 6.50-9.00 | Angelica.....lb.  | .30       |
| Sulphuret.....lb.                           | 1.25      | Golden Seal.....lb.                              | 1.60-1.75 | Burdock.....lb.   | .25       |
| Propylamine.....oz.                         | .55       | Gold Thread.....lb.                              | .80       | Canary, Sicily.....lb.  | 7-8       |
| Protargol, 1 ozs., 1.35; ozs.....oz.        | 1.25      | Hellebore, Black.....lb.                         | .15       | Cardamom, Aleppo.....lb.  | 1.80      |
| Pyramidon.....oz.                           | 1.25      | White, powd., 5 lbs., .12.....lb.                | .15       | Malabar.....lb.   | 1.00      |
| Quinagen.....dos.                           | 10.00     | Indian Hemp, Black, lb., .25; White.....lb.      | .20       | Mangalore, bleached, extra.....lb.  | 12-15     |
| Quassone.....oz.                            | .52       | Indigo, Wild, ozs.....lb.                        | .25       | Colchicum, lb., .55; powdered.....lb.                                       | .65       |
| Quinine, Bromide.....oz.                    | .52       | Ipecac, lb., 1.65; powdered.....lb.              | 1.75      | Conium.....lb.  | .35       |
| Muriate.....oz.                             | .52       | Jalap, lb., .18; powdered.....lb.                | .30       | Coriander.....lb.   | .18       |
| Sulphate, bulk.....oz.                      | 20-22     | Kava Kava.....lb.                                | .30       | Cumin.....lb.   | .18       |
| Sulph., 1-oz. vials, B. & S.....oz.         | 27-28     | Licorice, lb., 16-20; powd., 5 lbs., .12.....lb. | .15       | Fennel.....lb.  | .16       |
| P. & W.....oz.                              | 27-29     | Lily of the Valley.....lb.                       | .20       | Fenugreek, powd., 25 lbs., .7.....lb.                                       | .10       |
| Bisulphate, 5-oz. can.....oz.               | 22-24     | Lovage, select.....lb.                           | .80       | Flax, cleaned, bbl., 6.75.....lb.   | 4-5       |
| 1-oz. vials, B. & S.....oz.                 | 27-29     | Male Fern, select.....lb.                        | .25       | ground, bbl., .084.....lb.  | .5        |
| Tannate.....oz.                             | .33       | Mandrake, lb., .18; powdered.....lb.             | .22       | Hemp, bag, .34.....lb.  | .5        |
| Valerianate.....oz.                         | .55       | Masterwort.....lb.                               | .25       | Henbane.....lb.   | .45       |
| Quinolin.....ozs.                           | 1.00      | Mugwort.....lb.                                  | .18       | Jambul.....oz.  | .50       |
| Quinoliv.....ozs.                           | 1.00      | Nettle.....lb.                                   | .20       | Larkspur.....lb.  | .60       |
| Meslin, Common.....lb.                      | .4        | Orris, Florentine.....lb.                        | 15-18     | powdered.....lb.  | .65       |
| Jalap.....ozs.                              | .60       | "fingers" powdered.....lb.                       | 16-22     | Lobelia, powdered.....lb.   | .65       |
| Leptandrin.....ozs.                         | .35       | infant.....lb.                                   | 2.75      | Lovage, lb., .65; powdered.....lb.  | .70       |
| Podophyllin, lb., 4.00.....oz.              | .35       | Verona, powdered.....lb.                         | .20       | Millet.....lb.  | .8        |
| Scammony, U. S. F.....lb.                   | .6        | Parley.....lb.                                   | .20       | Mustard, Black.....lb.  | .10       |
| White.....lb.                               | .6        | Pellitory.....lb.                                | .40       | White, lb., .10; powdered.....lb.   | 25-31     |
| Resorcin, White, lb., 1.60.....lb.          | .17       | Pink.....lb.                                     | .40       | Parley.....lb.  | .15       |
| Fries Bros., lb., 2.20.....oz.              | .25       | Pleurisy.....lb.                                 | .25       | Poppy, Blue.....lb.   | 10-12     |
| Respirasone, Tilden's.....pt.               | 1.08      | Poke.....lb.                                     | .18       | White.....lb.   | .20       |
| Rheumacilite, dos., 4.80.....oz.            | .40       | Pond Lily, White.....lb.                         | .25       | Pumpkin.....lb.   | .20       |
| Rheumatol.....ozs.                          | 1.00      | Queen of the Meadow.....lb.                      | .20       | Quince, German, lb., .50; Russian.....lb.                                   | .40       |
| Rhodinal II.....oz.                         | 4.00      | Rhubarb, China.....lb.                           | .60-75    | Rape, English.....lb.   | .64       |
| Rochelle Salts.....lb.                      | 22-25     | Rhatany.....lb.                                  | .27       | German.....lb.  | .5        |
| 50-lb. boxes.....lb.                        | 224-234   | powdered, China, cut.....lb.                     | 1.00-2.00 | Strophanthus, Green.....lb.   | 1.50-1.60 |
| Rodagen.....ozs.                            | 1.00      | Sasaparilla, Hond.....lb.                        | .40-85    | Sundowner seed.....lb.  | .6-8      |
| Root, Aconite.....lb.                       | .20       | powdered.....lb.                                 | .40-85    | Watermelon.....lb.  | .20       |
| Althea, lb., .28; cut.....lb.               | .35       | Mexican, lb., .18; ground.....lb.                | .22       | Worm (Chenopodium).....lb.  | .23       |
| Belladonna.....lb.                          | .20       | Senega.....lb.                                   | .90       | (Santonin).....lb.  | .30       |
| Berberis aquifolium.....lb.                 | .20       | Serpentaria.....lb.                              | .80       | Seidlitz Mixture, 50 lbs., .18.....lb.                                      | 19-22     |
| Bitter.....lb.                              | .20       | Squill, select.....lb.                           | .10       |   |           |
| Blackberry.....lb.                          | .20       |  |           |   |           |
| Black Snake.....lb.                         | .20       |  |           |   |           |
| Blood.....lb.                               | .24       |  |           |   |           |



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| 57 per cent., os., 37; 50 per cent., os.  |           |        | Thiol, liquid, oz., 40; powdered.        | os.  | .75    | Sulphocarbonate, lbs., 50.              | os. | 7-9   |
| Cones.                                    | os.       | .60-63 | Thymol (Thymic Acid), lbs., 2.25.        | lb.  | 4.25   | Valerianate, lb., 75.                   | os. | .20   |
| Sea, Casilla, Mollies, box, 7.            | lb.       | .10    | Tinct. Stimula Christi, lbs.             | lb.  | 4.25   | <b>PAINTS AND COLORS.</b>               |     |       |
| Mottled, pure, box, 8.                    | lb.       | .10    | lbs., lb., 4.35; lbs.                    | lb.  | 4.50   | Black, Coach, in oil.                   | lb. | 18-25 |
| White, Cont's, box, 12.                   | lb.       | .14    | Trional, 25 oss., 1.40.                  | os.  | 1.50   | dry                                     | lb. | 18-20 |
| powdered, 25 lbs., 28.                    | lb.       | .35    | Tuberculinum Kochii, "Pasteur,"          |      |        | Drop, in oil.                           | lb. | 15-25 |
| Green (Sapo Vir.), 10 lbs., 12.           | lb.       | 10-15  | 1 Cc.                                    | dos. | 3.20   | dry, in oil.                            | lb. | 12-20 |
| Eng. Blue Mottled Soap, cases, 112 lbs.   | 5.50-6.50 |        | Tuberculin (Veterinary), "Pasteur,"      |      |        | Ivory, in oil, lb., 18-25; dry.         | lb. | 12-18 |
| Soda, Chlor. Sol.                         | dos.      | 2.25   | 1 Cc.                                    | dos. | 3.20   | in Japan.                               | lb. | 22-25 |
| Sodium, Acetate, pure, gran.              | lb.       | .15    | Tuberculin Solution (Veterinary),        |      |        | Lamp, Germantown, ass'd papers, 1 lb.   | lb. |       |
| Bicarbonate, Eng. keg, 24.                | lb.       | 4-5    | "Pasteur," 10 Cc.                        | dos. | 4.00   | 1-lb., 1-lb.                            | lb. | 12    |
| Nastrona, keg, 24.                        | lb.       | 3-5    | Turpentine, Spirits, bbls., 65.          | gal. | 70-80  | in oil.                                 | lb. | 10    |
| Bromide                                   | lb.       | 37-39  | Chan, oz., 45; Venice.                   | lb.  | .30    | Black, Lea, 1 lb., 25 lbs., 64.         | lb. | 3     |
| Carbonate, bbl., 1.                       | lb.       | .24    | Tussol.                                  | os.  | 1.65   | German, 1 lb., 44.                      | lb. | 3     |
| Glycerate                                 | lb.       | .47    | Urethane, O. P.                          | os.  | 54     | Blue, Celal, dry.                       | lb. | 10    |
| Glycerophosphate                          | lb.       | .35    | Ureidine, 5 oss.                         | dos. | 15.00  | Chinese, dry.                           | lb. | .60   |
| Hypophosphite, lbs., 85.                  | lb.       | 10-14  | Urotropin                                | os.  | .80    | in oil.                                 | lb. | .55   |
| Hypophosphite, kg., 24.                   | lb.       | .5     | Urotropin Tablets, 5 or 7 1/2 grs.       | dos. | 3.00   | Paint, in oil.                          | lb. | .9    |
| Iodide, lb., 4.75.                        | os.       | .40    | Vaccine, Mulford's (Discount, 40 per     |      |        | Prussian, dry.                          | lb. | .50   |
| Phosphate, cryst.                         | lb.       | .10    | cent.), 1 pkg. Glycerinized Lymph,       |      |        | in oil.                                 | lb. | .45   |
| Sallylate                                 | lb.       | .44    | containing 10 tubes                      |      | 1.00   | Soluble, 10 lbs., 45.                   | lb. | .50   |
| Silicate, Syrupy, bbl., 24.               | lb.       | 5-10   | 1 vial Glycerinized Lymph, containing    |      |        | Ultramarine, dry.                       | lb. | .15   |
| Sulphate                                  | lb.       | .3     | sufficient for 50 vaccinations.          |      | 4.50   | in oil.                                 | lb. | .20   |
| Sematoase, 2 oss.                         | dos.      | 8-25   | 1 pkg. Ivory Points, containing 10       |      |        | Brown, Sienna, burnt, dry.              | lb. | .4    |
| Sommal                                    | os.       | .60    | points                                   |      | 95-135 | in oil.                                 | lb. | 10-15 |
| Sosolodol                                 | os.       | 1.15   | Glycerinated, F. Stearns & Co. Points    |      |        | Raw, dry.                               | lb. | .7    |
| Sparstaine, Sulph. B & S.                 | os.       | 75-100 | (10 in a package)                        |      | 1.00   | in oil.                                 | lb. | 10-15 |
| Sparstaine, Sulph. B & S.                 | os.       | 32-35  | Tubes (10 tubes in one wooden box,       |      |        | Spanish, dry, bbls., 1.                 | lb. | 3     |
| Spermine, Poehl box, 4 tubes              | lb.       | 3.00   | accompanied by one needle, rubber        |      |        | Vandyke, dry.                           | lb. | .6    |
| Spirit Ether Nit., U. S. P.               | lb.       | .52    | bulb and 10 temporary shields)           |      | 1.00   | in oil.                                 | lb. | .13   |
| Streptolyptic Serum, Stearns', 20         |           |        | Discount, 40 per cent.                   |      | 65-85  | Chalk, lump, bbls., 1.                  | lb. | .3    |
| os. in two sero-bulbs of 10 Cc.           |           |        | Vanillin (various brands)                | os.  | .290   | Green, Chrome, powd., 6-lb. cans.       | lb. | 12    |
| each                                      |           | 3.00   | Veratrine, 1-oz., 2.75; Sulph., 1/2 lbs. | os.  | 1.80   | in oil.                                 | lb. | 12-16 |
| Discount, 25 per cent.                    |           |        | Veronal, 1-oz., 1.80; 1-oz.              | os.  | .40    | Paris, bulk, lbs., 18-17; 1-lb., 18-20; | lb. | 22-27 |
| Strontium, Nitrate.                       | lb.       | .16    | Veronal Tablets, 5 grs., tubes, 15 ea.   | ea.  | 1.15   | 1-lb., 20-22; 1-lb., 22-25; in oil, lb. | lb. |       |
| Bromide, lb., 65.                         | os.       | .12    | bots. 50.                                | ea.  | 2.25   | Litharge                                | lb. | .8    |
| Iodide                                    | os.       | .41    | 100.                                     | ea.  | .6     | Fumice Stone, bbl., 6.                  | lb. | 10    |
| Lactate, lb., 1.25.                       | os.       | .16    | Water, Ammonia, 16 deg., carboy, 34.     | lb.  | 10-12  | powdered, bbl., 3.                      | lb. | 6     |
| Sallylate, lb., 75.                       | os.       | .13    | 20 deg., carboys, 4.                     | lb.  |        | Putty, in bladders, bbls., 24.          | lb. | .24   |
| Strophanthin, c. p. cryst.                | grain     | .4     | 28 deg. (Conc.), carboy, 84.             | lb.  |        | in oil.                                 | lb. |       |
| Styrene, Crystals, 1-oz. vials.           | os.       | 1.20   | Wax, Bayberry.                           | lb.  | 55-60  | Red, Indian, Eng. dry.                  | lb. | 3     |
| powdered, 1-oz. vials.                    | os.       | 1.20   | Carnauba, No. 1.                         | lb.  | 22     | in oil.                                 | lb. | 10-15 |
| Sulphate, 1-oz. vials.                    | os.       | 1.20   | Ceresin, yellow, cases, 18.              | lb.  | 18-20  | Lead                                    | lb. | 8-10  |
| Glycerophosphate.                         | os.       | 2.50   | White, S. B. Brand, 60 lbs.              | lb.  | 50     | Orange Mineral.                         | lb. | 12    |
| Sulphur, 25 oss., 1.25.                   | os.       | 1.35   | White, Star Brand, 60 lbs.               | lb.  | 50     | Rose Lake, Eng. dry.                    | lb. | 5     |
| Sulphur, Flowers, bbls., 24.              | lb.       | 4-5    | White, S. B.                             | lb.  | 85     | Pink, Eng. dry.                         | lb. | 15    |
| Precipitate, pure.                        | lb.       | 10-18  | Leonard's T. L. Brand, 60 lbs., 47 1/2.  | lb.  | 55     | Tuscan, Eng. dry.                       | lb. | 4     |
| Suprarenal Glands, Dessicated,            |           |        | " 60 lbs., 42 1/2.                       | lb.  | 50     | in oil.                                 | lb. | 22    |
| powd., os., 2.00; Tablets.                | os.       | 1.00   | Yellow, select.                          | lb.  | 38     | Venetian, dry, American, bbls., 1.      | lb. | 24    |
| Saccharated                               | os.       | 1.20   | White Lead, Dry, pure.                   | lb.  | 10     | Vermilion, American.                    | lb. | 30    |
| Tablets, 1 grain, per 100.                |           | .40    | Zinc American, lb., 10; French.          | lb.  | 15     | Chinese                                 | lb. | 80    |
| Capsules, 1 grain, per 100.               |           | .65    | Whitting, bbls., 1.                      | lb.  | 8      | English                                 | lb. | 80    |
| Sycone, 2-oz. package.                    | each.     | 1.00   | Witch Hazel Ext., 10 gals., 70. gal.     | lb.  | .85    | Rotten Stone, bbl., 8.                  | lb. | 8     |
| Takadiastase                              | os.       | 1.70   | Wood, Gualac, rasped.                    | lb.  | .6     | Umber, Burnt, bbls., 14.                | lb. | 3     |
| Liquid, 8-oz. bots.                       | dos.      | 6.00   | Quassa Chips, bbl., 6.                   | lb.  | 7-12   | Raw, bbls., 14.                         | lb. | 3     |
| Tannigen, 25 oss., 65.                    | os.       | .75    | Red Sanders, bbl., 4.                    | lb.  | 6-8    | White, China, dry.                      | lb. | 20    |
| Tannopine                                 | os.       | .75    | Sandal, ground.                          | lb.  | .40    | Flake, dry.                             | lb. | 15    |
| Tar, N. O. pine, Diamond brand, pts. dos. |           | .95    | Yohimbin Hydrochlor., 1-gramme           |      |        | Lead, dry.                              | lb. | 10    |
| Tartar Emetic, powdered                   | lb.       | .86    | vials                                    | each | 5.00   | oil                                     | lb. | 9-10  |
| Terbin                                    | lb.       | .65    | Tablets, 1-12 gr., 10 in tube.           | each | 1.00   | Paris, English.                         | lb. | 3     |
| Termin Hydrate, cryst.                    | lb.       | .10    | Zinc, Acetate.                           | lb.  | 25-30  | Whitting, bbls., 1.                     | lb. | 3     |
| in bulk                                   | lb.       | .45    | Carbonate, Precip.                       | lb.  | 22     | Yellow, Chrome, dry.                    | lb. | 10-15 |
| Theocin-Bayer                             | os.       | 2.70   | Chloride, granular, lbs., 22.            | os.  | .6     | Golden, in oil.                         | lb. | 10-20 |
| Theophyllin, B. & S.                      | os.       | 1.40   | Iodide                                   | os.  | .40    | Ochre, French, dry, bbls., 14.          | lb. | 18    |
| sodium                                    | os.       | 1.50   | Oxide                                    | lb.  | 10     | American, dry, bbls., 1.                | lb. | 24    |
| sodium salicylate.                        | os.       | 1.10   | Hubbuck's, 7-lb. boxes, 35.              | lb.  | 38-40  | Zinc, White, dry, American.             | lb. | 2     |
| Thigenol, lb., 4.00.                      | os.       | .32    |  |      |        | in oil.                                 | lb. | 10    |

**Washington and Laight Streets, NEW YORK**  
**and 134, Lake Street, CHICAGO**

# American Druggist "WANTS" Page.

**THIS** Department is intended to be used as a medium for the exchange or sale of stores, the employment of clerks, and the securing of situations. Suitable notices of moderate length under this heading inserted one time free for subscribers; for each additional insertion Fifty Cents will be charged. Advertisements not in the foregoing classification Forty Cents per line.

## SITUATIONS VACANT.

**WANTED BY SEPTEMBER 15.**—Drug clerk, registered in South Carolina or graduate in pharmacy; must be strictly sober; best of reference required. Address B. E. M., 1436 Main street, Columbia, S. C.

**WANTED.**—Surgical Instrument Salesman to sell to physicians and the trade a new and indispensable article; no competition; liberal offer. Address Owner, care of AMERICAN DRUGGIST, New York.

**WANTED.**—We want an unlimited number of experienced clerks and traveling salesmen for positions in all States. Employers, we can refer you to competent men. Address N. P. A., 616 Holland Building, St. Louis, Mo.

**WANTED.**—A Junior Pharmacy Clerk; theoretical and practical instruction offered by me to a suitable one. A. Drescher, care of AMERICAN DRUGGIST.

## SITUATIONS WANTED.

**WANTED.**—Pharmacist (experienced) desires position on the road as detail man and salesman; is also a graduate of medicine; age 34; temperate; speaks German; can furnish first-class references as to character, etc. Address Salesman, care of Rothenberg's Pharmacy, 1293 Lexington avenue, New York City.

**SITUATION WANTED.**—English pharmacist, with first-class experience in manufacturing analytical work, good business training, wants a position with American firm in England; manufacturing or executive work, or would represent good proprietary house. Address Surrey, care of AMERICAN DRUGGIST.

**WANTED.**—Relief work by graduate; registered New York and New Jersey; honest; reliable; speaks German; well experienced. Address Pharmacist, 222 Bushwick avenue, Brooklyn, N. Y.

## BUSINESS OPPORTUNITIES.

**FOR SALE.**—Drug stock in central Michigan; invoice \$3,500; rent \$20 per month; sales \$8,500 yearly; population of city 4,000, rapidly increasing. Address Michigan, care of AMERICAN DRUGGIST.

**FOR SALE.**—Prentiss 60-day calendar clock; in good order; cost \$40; will sell for \$20; no place to hang reason for selling. C. A. Potterfield, Charleston, W. Va.

**TO LET.**—Elegant corner store, just suitable for druggist, 279 Irving avenue, Brooklyn. For particulars, J. Marienhoff, 428 Knickerbocker avenue, Brooklyn.

**FOR SALE.**—Drug stock in town of 2,000 doing a first-class business; stock and fixtures will invoice about \$3,300; stock consists of drugs, patents, sundries, wall paper, paints, oils and glass; two drug stores in the town; best farming locality in the State; reasons for selling on application. Stock, care of AMERICAN DRUGGIST.

**SLIPPERY ELM BARK** for sale; last year's crop; in bundles; make offer for all or part of 5,000 pounds. Tallor Lee, St. Paul, Minn.

**PATENT MEDICINES** bought, sold and exchanged; send us your list and get our terms. D. M. Brunor, 2543 Eighth avenue New York City.

## SPECIAL ATTENTION.

I buy and sell Drug Stores exclusively. Expert service. Special Plan. Drug Men furnished positions. Employees furnished. It will pay you to write for particulars.

F. V. KNIEST, R.P.,

"The Drug Store Man,"

624 N. Y. L., OPIANA, NEB.

**AGENCY WANTED.**—A qualified Dutch chemist at Surinam, with great experience in all departments of wholesale drug trade and wide connection with Eastern trade, wants sole agency for American business. C. A. V. S., care AMERICAN DRUGGIST.

**SHEEP DIP, ETC.**—A gentleman with special knowledge of the trade and an extensive connection in South Africa wishes to represent a manufacturer of sheep dip in that country; 11 years' experience. Address "Dip," Box 871, Sells Advertising Office, London, England.

## THE STRICKLAND DRUG AGENCY AND DRUG CLERK'S REGISTRY OFFICE.

Established in 1863 in our present office for the sale of Drug Stores and allied business only.

**NEW YORK CITY:** Amsterdam Ave., elegant large store, select corner, \$5,500; \$3,000 cash, sales \$35 day.—Third Avenue, sales \$30; the wide awake druggist in this location can do \$75 daily; a transient section; 5 years' lease, \$1,500 yearly; big corner.—Rent \$100, large prescription trade, about \$15,000 yearly, average sales \$25,000 yearly, located in mixed trade section, transient; you can buy right, price on liberal terms, privilege to stay one month on trial behind the counter before commencing sale.

**BROOKLYN:** \$15 daily; \$3,000, \$500 cash; fine corner.—\$2,000 buys the best store in the city for the price, large, well stocked, rent \$40, three and a half years' lease, New York, \$32 daily, price \$4,000, transient section; 1/4 cash imperative.

**SOUTH L. I.:** \$7,000 sales, rent \$30 per month, four living rooms, American town, price about inventory.

**NORTH L. I.:** \$3,000 yearly trade, price \$2,500, 1/4 cash.—I have a real bargain for \$500 total price, L. I. near city.

**LONG ISLAND:** \$7,500 yearly sales, rent \$50 whole house; 18 prescriptions daily; German speaking druggist best for this store.

**WESTCHESTER COUNTY:** \$35 daily trade, hang up store, rent \$50, long lease, very large corner store, the owner unregistered cause of sale, \$1,500 cash will do.

**HUDSON RIVER:** \$7,500 sales yearly, \$800 cash will do, well located, good town, established 30 years, price \$3,000.

**NEW YORK STATE:** Sales \$100 daily business, big stock, rent \$35, price \$16,000, security good as cash as to this deal.

**NEW JERSEY:** Sales \$30 daily, 1/4 cash the terms, price \$5,500, rent \$25 yearly, whole house.—We offer vicinity Morristown: Sales \$15, beautiful store for \$2,500; a young single man for this store, 1/4 cash will do.—Savary Park and building. Difficult to buy a building there. A good chance.—Vicinity Atlantic City, a large business. Here is a chance.—If you want to bump up among the millionaires I have a cherry vicinity Lakewood.

**CONNECTICUT:** New Haven, 8. Norwalk, Danbury, vicinity New London and Bridgeport we have good offerings.

**NORTH CAROLINA:** Choice town, sales \$10,000, rent \$65, store 35 x 75, invoice will purchase, vicinity Asheville, year round business.

**PENNSYLVANIA:** Near Stroudsburg, sales \$7,000 year, rent \$25, town with two stores.—Vicinity Athens we offer a good business.—York: \$24,000 yearly trade, large flourishing enterprise.

**OHIO:** Akron, \$25,50 yearly trade, exquisitely arranged, clean, up-to-date, a profit maker, price \$10,000 spot cash.

**COLORADO:** If you can procure in a certain section a business free of whiskey trade you get a gem. I offer one of that character doing \$22,000 yearly trade, at invoice. The most exquisite fixtures in the state.

THE STRICKLAND  
DRUGGISTS' AGENCY,  
36 Hookman St., New York City.

**WRITE to R. Addis & Son, LONDON**  
BRUSH WORKS, LONDON, Eng.,  
for illustrations and prices of all kinds  
of TOOTH BRUSHES.



Contractors to H. M. GOVERNMENT.

**THE** following Advertisement is one of a series now being run in all the important Horse and Farm Papers in United States, Canada and England.

Your demand for **ABSORBINE** will be greatly increased. Regular Jobbers can supply you. Mail me your card so I can place it on file and refer inquiries from your section to you for supplies.



## A BAD HITTER.

His Bunches and Bruises can be removed quickly without stopping work with

## ABSORBINE

This remedy cures Lameness, kills Pain, removes any Soft Bunch without blistering or removing the hair, and pleasant to use. \$2.50 per bottle, delivered, or at dealer's.

**ABSORBINE, J.R.** for mankind, \$1.00 Bottle. Always inflammation rapidly. Cures strains. Book 11-B Free.

W. F. Young, P.D.F., 43 Monmouth St., Springfield, Mass.



**FOR** cleansing everything about a drug store or soda fountain there is nothing equal to Hoffman's

**Barkeeper's Friend**

Marble, Glass, Nickel, Brass, Copper, Tin and German Silver

can all be cleaned and polished with it easier than with anything else. Let us send you a FREE SAMPLE!

Highest Award, Chicago World's Fair, 1893, Louisiana Purchase Exposition, St. Louis, Mo., 1904.

**GEORGE W. HOFFMAN,**  
295 E. Washington St.  
Indianapolis, Ind.

FOR SALE BY JOBBING TRADE



# HAY FEVER

THE FAVORITE MODE OF TREATMENT IS WITH  
**SOLUTION ADRENALIN CHLORIDE**  
 (1 TO 1000),

diluted with four to five times its volume of normal salt solution,

OR

**ADRENALIN INHALANT**

(a neutral oil solution containing 1-1000 Adrenalin Chloride).

Both are capital agents, extensively used by physicians, and are being advertised in every prominent medical journal in the country.

**The Hay Fever Season is Here.**

**Order Supplies at Once.**

Be prepared to dispense these solutions when called for.

Solution Adrenalin Chloride, per ounce vial, net, \$0.85.

Adrenalin Inhalant, per ounce vial, net, \$0.85.

**PARKE, DAVIS & CO.**

*Kindly mention AMERICAN DRUGGIST when writing to Advertisers.*



### The Pharmacist in Palestine.

In Gallilee, the northern part of Palestine, the drug trade is in the best condition, says a writer in the *Süddeutscher Apotheker Zeitung*. In the comparatively large principal harbor and commercial town, Haifa, there are only two pharmacies, the German Apothecary Shop and the Normal Pharmacy, the latter being owned by an Austrian of Trieste, who is not able to speak German. In outward appearance this Austrian pharmacy, with its large, spacious shop, makes a more impressive appearance than the smaller German drug store. It is also distinguished from the other with its stock of bindings, bandages, trusses and similar articles, and contains besides a choice collection of powders and perfumes, toilet soaps and various toilet articles. While the German pharmacy does not carry perfumes and similar articles, but has its trade strictly limited to pharmaceutical articles, it makes quite an impression upon the professional man.

In the German pharmacy all things are arranged in exact order, as they are in all regular German pharmacies, so that nothing out of the ordinary strikes the eye of the critic. In passing from the pharmacy proper into the adjoining apartment one is greatly surprised. It seems strange when a druggist carries walking canes, umbrellas and several other fancy goods and articles of luxury in stock besides the pharmaceutical goods. In the Normal Pharmacy in Haifa we find a complete bazaar business, with a variegated assortment of collars, shirts, umbrellas, sticks, headwear, enamel and porcelain ware, earthenware, ladies' articles of all kinds, dress goods and toys. This side business apartment has an entrance from the street, but the customers are served by the druggist himself.

This instance shows the true situation of the business methods of the pharmacies of Palestine. When the Austrian druggist opened his business in Haifa he prepared for business emergencies, for when the drug business is not at its best he is able to make his living out of side lines. If the druggists of Jerusalem and Jaffa would transact their business in the same manner they would have quite a profitable business, instead of having to be contented with dry bread and a piece of watermelon for their dinner and supper.

The customers of the German druggist in Haifa consist chiefly of the inhabitants of the large and wealthy colony of the Wirtemberger Knights Templar, who at first made Haifa inhabitable for Europeans by beautifying the city in general, though these Wirtembergers are such strong and healthy people that they are very seldom ill.

The Austrian druggist has as customers the few remaining Europeans, and both druggists have for their customers an equal part of the Turkish and Arabian inhabitants who are advanced so far in culture that they have taken the doctor and druggist into consideration. The majority of the natives become sick or blind or starve and die without the aid of either doctor or druggist.

According to this state of affairs we cannot advise a German druggist to settle in Haifa, unless he carries a line of groceries in connection with drugs, as there is no complete grocery in Haifa, and unless he combines with his business anything that might possibly pertain to pharmacy.

A very suitable location for a German pharmacy would be in Akko, about one and a half hours' ride from Haifa, which is quite a large and well to do town. The city of Nazareth, which consists almost entirely of a Christian population, would be a very good place for a pharmacy if it were not for the great number of convents, orphan asylums, hospitals and other missionary institutions. This is also the case in Jewish Tiberia on the sea Genezareth, where the Scotch Jewish mission supports a hospital with a pharmacy.

In Tiberia there are also small Jewish drug stores, somewhat similar to those in Jerusalem. The medicine glasses and bottles which are set side by side on shelves were formerly used as jam and other preserve glasses. We see such things as tincture of iodine, spirits of sal ammoniac and insect powder, the latter a very necessary article in that city, where there are so many fleas and mosquitoes, and which sell at a high price. We were asked 25 cents for a small package of cotton which we could have purchased for from 3 to 6 cents in Jerusalem. On

noticing our disapproval of the price the druggist reduced it with alacrity.

Much worse than the harmless small Jewish druggists are the native Arabian medicine men who carry on their quackery and manipulations while praying to Mohammed for aid, which causes most of the incurable diseases of the eye and other ailments.

The Turkish Government, however, allows almost anything as long as it is left in peace, and therefore the European pharmaceutical conditions, which are so much desired by the European druggists in the Holy Land, are still a long way off.—*Western Druggist*.

### Examination of Foods and Drugs Entering Turkey.

By imperial trade a new law has been put in force for the examination of all foods, drugs and chemical or pharmaceutical preparations entering the Ottoman dominions. A very large laboratory has been opened in Constantinople, with branches in Galata; at Smyrna, Salonica, Trebizond, Scutari (Albania), Belrout, Alexandria, Bassori and Tripoli chemists examine specimens of the imported goods; in other places the duty is intrusted to medical officers. The first analysis of a given preparation is made free of charge; should it be found adulterated, damaged or harmful a report is drawn up and the interested parties are allowed 30 days within which to request the taking of a second sample, for analyzing which a fee of 100 piasters has to be paid. Monthly lists are published of goods that have passed the tests, and such as have passed once are not further submitted to investigation. Preparations the composition of which is not known are admitted only when issuing from some official academy or authoritative institution, etc.; they have then to be accompanied by a certified invoice. Recognized trade-marks may also constitute a sufficient guarantee.

The importation of the following substances into Turkey is forbidden: Cocaine, sulphite compounds, Koch's anti-tuberculous serum, cocculi, picrotoxin and cannabis indica. Such substances are returned to the senders. All compounds intended for use in the manufacture of explosives are likewise excluded, such as potassium and sodium chlorates and nitrates, nitroglycerin, picrates and gun cotton; but if prepared for medicinal use (potassium chlorate pastilles, for instance) they are admitted.

### A Wonderful Pharmacy.

The Paris correspondent of the *Chemist and Druggist* writes that "The Ten-Thousand-and-Two Nights' Entertainments" is the title of an amusing series of sketches—in the true "Arabian Nights" style—by M. Felix Duquesnel, the eminent journalist and critic. The following delicious bit of satire is from a tale called "The Brain-mender" ("Le Raccommodeur de Cerveille"): In the great Square of Ispahan old Abou-Hassan kept a pharmacy. Should I say 'a pharmacy?' for he was almost as much a sorcerer as a pharmacist. It was curious and really extraordinary, this shop, encumbered with porcelain vases and transparent phials, symmetrically arranged and bearing odd inscriptions. For by the side of the medicinal labels, which all the world over are borrowed from the Latin—the diascordium theriaca and pulvis cinchonæ (let us say bark powder for the benefit of the unlearned)—one might read others more suggestive. For instance, there was 'Extract of Illusions' for the aged, 'Grains of Good Sense' for everybody, 'Essence of Forethought' for generals and army service officials and 'Spirit of Modesty' for musicians and authors. And on the rounded belly of an enormous mortar, containing a sort of ointment which had a metallic golden sheen, shone these words in gigantic letters, 'Palm Oil.' This medicament was by no means the least popular, and the spatula, plunging therein ceaselessly, could scarcely keep pace with the demands. The emotion of the local doctors at the success of Abou-Hassan, their deliberation as to the desirability of prosecuting him for the illegal practice of medicine, the sage advice of the Dean of the Faculty, Sidi Bougredane, the visit of Ali-Gaga to the pharmacy, and the manner in which his brain was "made as good as new," are recounted with the same delicious irony.

# To the Retail Druggist

WRITE  
"Merrell"  
ON YOUR ORDERS and the results will please you.

Are you seeking a prescription business?

Do you encourage your local physician to buy at home?

When you order supplies have you in mind trade of the highest class?

Is it not a vital element of success to have on your shelves pharmaceutical preparations to which ***no exception*** can be taken, either as to quality or price?

Maintenance of quality under ***all circumstances*** is to be commended. Hence in offering 40% discount on Fluid Extracts, Tablets, Pills, Elixirs, etc., the "Merrell" quality, developed through three generations, will be scrupulously adhered to. Trade conditions, affecting the wholesale and retail druggist, as well as the physician, call for a new order of business with the manufacturer; but no competition will justify the tendency to lower the standard of quality and to reduce prices in order to sustain volumes of sales. The same wholesome business policy which has kept the Merrell Company in the front rank for 75 years will be maintained, and we ask the support of the drug trade, with the assurance that the same regard for the quality of our productions, whether general competitive lines or special preparations which we control, will be given as in past years.

Kindly specify "Merrell" on your orders to jobbers. They will be supplied at 40% discount from "line" goods, and you will be satisfied with your action.

Yours to command,

## The Wm. S. Merrell Chemical Co.

New York

Cincinnati

San Francisco

### English Pharmacy from a German Point of View.

Carl Stahl, a German assistant in London, has communicated an account of his experiences to a recent issue of the *Pharmazeutische Zeitung*, Berlin, in the course of which he says:

"After having passed my State examination, and completed my military service, I tried in vain to procure a situation in London from the Continent. Following the advice of a friend, I went to London with the firm conviction that I should be able to find a suitable situation in a short time. Unfortunately, I met with many disappointments, for although there are from 200,000 to 300,000 Germans in London, comparatively few pharmacies employ German assistants.

"Soon after my arrival here I went to the offices of the *Chemist and Druggist* in order to obtain the addresses of the German pharmacies. While seeking for work during the next few days my hopes fell considerably. In spite of this, however, I started off each day with fresh courage, supported with very good testimonials, to look for a situation. After having been to all the likely pharmacies, where I did not forget to mention my knowledge of French, which is highly thought of in England, I had to abandon my endeavors. Rather than remain idle I took a place as volunteer in a small newly established English pharmacy. While there I did not fail to try to find a better position; I sent reminders of my address, with copies of my testimonials, to all the German pharmacies. I had nearly given up hopes of finding paid employment in my own calling, and was about to earn my living as tutor in an English family, when the proprietor of an international pharmacy offered me a vacancy in his business. My salary amounted to £1 a week to begin with, as an outdoor assistant. After three weeks I obtained £1 10s. a week. The first three months are considered to a certain extent as apprenticeship, for English pharmacy is very different from the German. I spoke to a few German and French colleagues with regard to the wages, and they told me that they did not fare much better.

"The hours of service in English pharmacies vary considerably in the different parts of London. City pharmacies are mostly open from 10 a.m. till 6 p.m., but the hours in the West End are much longer. In the German and French quarters the pharmacies are usually open as late as 12 p.m.

"My hours are Mondays, Wednesdays and Fridays, 10 a.m. till 11.30 p.m.; Tuesdays and Thursdays, 9 a.m. till 8 p.m., and Saturdays, 9 a.m. to 5 p.m.; an hour for lunch every day, half an hour for tea, and an hour for dinner on the days I work till 11.30 p.m. There is no night duty, as manager and assistants live away from the business.

"The training of the English pharmacist, as far as the scientific part is concerned, is not so advanced as ours; in business he is, however, an example to the German, being a conscientious and prompt worker. . . . As distinguished from the custom in Germany, English pharmacists attach great importance to a well arranged window, and in the better shops very good and tasteful displays are seen."

### The Shah and the Savant.

M. Pierre Curie was summoned to the Elysée Hotel in Paris recently to explain the marvels of radium to Mouzaffer-ed-Dine. The savant explained to the Oriental potentate that in order to judge of the luminous effect of radium a dark room would be necessary. The Shah eyed the Grand Vizier, who inquired, "Suppose we draw the curtains?" "No, a dark room is indispensable." M. Paoli was sent for and confirmed the absolute necessity of total darkness, and the Shah and his suite descended into the hotel basement, into what is known as the "safe room." But M. Curie had hardly ordered the electricity to be turned off when a chorus of cries arose in French and Persian, "Light! more light." The light was turned on accordingly, and in order to judge of the effect of the pieces of radium M. Curie had brought with him the Shah placed his astrakhan headdress between the electricity and the element. The savant good-naturedly accepted the inevitable and gave

what demonstrations and explanations were possible under the circumstances. The Shah was anxious to confer on M. Curie the Order of the Lion and Sun, and upon his refusal (it is a principle with him not to accept decorations, and it will be remembered he declined the Legion of Honor itself) insisted upon a gift of some kind. The diplomatic M. Paoli once more came to the rescue, and the sum of 300 francs handed by the Shah to M. Curie was forthwith transferred by the latter to the Société des Amis des Arts, in which he takes an interest.

### Underpaid Postage on Letters for Foreign Countries.

United States consuls are constantly calling attention to the importance of putting the proper amount of postage on letters sent to foreign parts. "It seems," says one writer calling attention to the prevailing carelessness of the American people, particularly business men, in this connection, "that our people do not fully realize that the postage to foreign countries is 5 cents for each half ounce or fraction thereof and not 2 cents for each ounce or fraction thereof. The sending of letters at local rates to Canada, Mexico, Cuba, etc., has greatly increased the liability to stamp letters for all other countries at the same rate."

The same writer thinks it would be a good idea to have "the letters upon which the postage has not been paid in full returned to the sender." It might be a good plan; but it may be best for all concerned to have their attention called to the actual conditions under which letters are now carried. Parties who are so careless as to have their letters sent with insufficient postage must not be surprised if the letters are returned or when not returned if answers never come.

It not infrequently happens that the letter when read is relegated to the waste basket by an exasperated merchant or manufacturer. It indicates a degree of carelessness that leads foreign business men to believe it best to avoid dealings with those who do it.

A leading firm in Gottenborg, Sweden, writing to an American trade journal points out the evils of the present system in no uncertain tones. It says:

"In the December number of your journal we find some lines on the prepayment of foreign postage. We have read the article with great interest and think it well worthy of consideration. Being importers of great quantities of American goods we receive very many letters from the United States, and can from our own experience say that business men of no other nation are so extremely careless in these things as are the American firms. Not a single week passes without half a dozen or more letters coming to us with underpaid postage. And this not only from firms with which we are in regular correspondence, but also from manufacturers making us offers and sending their catalogues for inspection. Whether this is due to the ignorance or negligence of the 'office boy' we do not know. At any rate, we do not blame the boy but the firm for the carelessness.

"The foreign firm you refer to writes about 1 shilling 2 pence (26 cents) underpaid postage. This is enough, but we can give you a still better example as far as postage due is concerned. Upon the request for catalogues and quotations a firm in the United States sent us a heavy parcel of printed matter, the cover with a 2-cent stamp on it. The underpaid postage amounted to 5.64 kroner (about \$1.50). We thought this rather too much and returned the lot."

United States Consul John C. Caldwell, San José, Costa Rica, says that the question of underpaid postage is becoming an irritating one in his district, and is beginning to have a bad effect on merchants trading with the United States.

Success in the foreign field is sure to come to those who do well the little things that consuls and others familiar with the facts are constantly advising. Letters sent abroad without sufficient postage are penalized. Usually double postage is demanded before the letter is delivered to the party to whom it is addressed. The penalty, however, is not the dangerous feature in connection with this carelessness; it is the disgust of the recipient of the letter.

# LAXATIVE BROMO QUININE

ON THE

## DIRECT CONTRACT, SERIAL NUMBERING PLAN.

Among the universally sold articles—the staples in the Drug line during the past ten years, none has received greater support of the entire Retail Drug Trade than **LAXATIVE BROMO QUININE**.

The manufacturers fully appreciate this, and in keeping with the policy of allowing from the beginning a profit of one hundred to one hundred and thirty per cent., **LAXATIVE BROMO QUININE** has been placed on the **DIRECT CONTRACT SERIAL NUMBERING PLAN**, as the best discovered means of assisting every legitimate Retail Druggist to maintain this profit under the conditions which he now has to face.

At great expense, not only of money but most complicated labor, the manufacturers have been proceeding quietly for some months to put this plan in operation. A majority of the druggists throughout the country already have signed and returned the contract and the names of hundreds of other druggists who sign and return the contract are being added to the list every week. The results obtained up to this time insure success to the effort, and in order to make the Plan effective to the greatest possible degree, it simply remains for every Retail Druggist to realize that his individual co-operation is essential. Every Druggist who has not signed and forwarded the contract on **LAXATIVE BROMO QUININE** should take such action immediately.

If a supply of **LAXATIVE BROMO QUININE** is needed or if the stock on hand will permit it, the extraordinary **DATING OFFER** now in force enables the Druggist to purchase a quantity of **LAXATIVE BROMO QUININE**, obtaining the regular free goods, to be delivered at once and invoice dated November 1st, 1905, for cash discount.

## LAXATIVE BROMO QUININE

**Price \$1.75 per dozen.**

|  |                                  |
|--|----------------------------------|
| 6 dozen lots, 1 dozen free, . . . . .                          | Cost \$10.50 or \$1.50 per dozen |
| 12 dozen lots, 2 dozen free, 5 per cent. trade discount, " "   | 19.95 or 1.43 " "                |
| 36 dozen lots, 6 dozen free, 8 per cent. trade discount, " "   | 57.96 or 1.38 " "                |
| 60 dozen lots, 10 dozen free, 10 per cent. trade discount, " " | 94.50 or 1.35 " "                |

All Wholesale Druggists will accept orders under this **DATING OFFER**.

**PARIS MEDICINE COMPANY,**  
SAINT LOUIS AND LONDON.

## Hints to Buyers.

It is not always possible to go to a college to learn pharmacy. A very thorough and satisfactory course of instruction at home by mail is afforded by the Ohio Institute of Pharmacy, Columbus, Ohio. Write for particulars.

The quinine sulphate and cocaine hydrochlorate made by C. F. Boehringer & Soehne, 7 Cedar street, this city, are of the highest standard, while the prices are no higher than for other brands.

The attention of all druggists is called to the Roman shop bottles of the Dawes Mfg. Company, Pittsburgh, Pa. They are offered in sets of 145 and 216, and are ready for shipment the day they are ordered. Send for catalogue of other styles. The firm has all kinds of shop bottles.

Uricidin-Stroschein is one of the valuable articles in the list of German chemicals and pharmaceuticals imported and sold by the Fischer Chemical Importing Company, of 14 Platt street, New York. Instructive and valuable literature on the subject may be had upon application.

Every druggist who is alive to trade opportunities should handle Maji, which is being advertised extensively as a remedy that will remove superfluous hair painlessly, quickly and permanently. It retails at \$1.00. There is big profit in it and good advertising matter is furnished. The manufacturer is the Turkish Remedy Company, 161 Columbus avenue, this city.

Lanoline "Liebreich" and Adeps Lanæ "B. J. D." are two products which are official in the British and American pharmacopœias. Victor Koechl & Co., of New York, are the sole licensees for the United States, and their products are to be recognized by the "darring" trademark, which is always to be looked for as the distinguishing sign when purchases are made.

Any druggist who is not familiar with Dentacura should obtain a sample of it by addressing Department A, Dentacura Company, Newark, N. J. This excellent tooth paste is put up in collapsible tubes in very attractive form. Its use has demonstrated the fact that it is a preservative of remarkable efficacy, which no doubt accounts for its large sale in all parts of the United States and in many foreign countries.

An extensive line of tumbler holders is carried by Whitall, Tatum & Co.; there are numerous designs to select from and a wide range of prices, from a very low figure to the more expensive holders. The firm also has a full line of soda fountain requisites; these, together with sundries, glassware, etc., are described in an illustrated catalogue which will be mailed on application. Send for one.

Dr. Schenck's Mandrake Liver Pills are a vegetable substitute for calomel and can be recommended by the druggist to his trade as a perfectly safe cure for indigestion, colic, diseases of the stomach, jaundice, malaria and diseases of the liver. "Once used always used," is the motto of the manufacturers, J. H. Schenck & Son, Philadelphia. Write for prices and terms, mentioning the AMERICAN DRUGGIST.

The Roessler & Hasslacher Chemical Company calls particular attention to its preparation Perborate, a powder which produces hydrogen peroxide in water and active oxygen in various mediums; it is stable and adapted for storage and transportation. Other specialties are Calcium Peroxide and Magnesium Peroxide, germicides and strong oxydizing agents. Oxone produces pure oxygen instantaneously. These can be obtained from all wholesale druggists.

The trademark of the Taylor Brothers Company, Rochester, N. Y., on a thermometer is a guarantee that the thermometer is of the highest standard. For years this firm has been selecting and training the best workmen they could hire to make their well-known thermometers. Their clinicals are made by the most expert of these workmen. These facts have been placed before 30,000 doctors, according to the firm's statement. This will increase the demand. Every druggist should be prepared to hand these thermometers over the counter when called for.

In ordering ointment boxes from your jobber be sure to specify "Mount Washington." These goods are made in black walnut and in silver poplar and in sizes ranging from ¼ ounce to 16 ounces. They are impervious to grease and oil, the covers fit with absolute snugness and the boxes are of handsome appearance. They are put up in one-quarter gross packages and are carried in stock by all wholesale druggists.

Every druggist will readily admit that if he or any member of his family were sick and needed beef tea he would want only a first-class article. Every customer feels the same. Therefore it behooves the druggist who caters to his trade to handle a good brand that has proven its worth—namely, Armour's extract of beef or Armour's soluble beef, which are handled by all jobbers. It doesn't pay to take any chances by handling cheap brands.

We desire to call the attention of our readers to the advertisement of C. L. Flaccus Glass Company, of 41 Barclay street, New York. This concern is now the selling agent for the famous Appert glass containers, manufactured by the Mississippi Glass Company. The Appert glass represents certain very valuable qualities where the action of acids and of climate have to be considered. Every one in the drug trade should be interested in these announcements, appearing regularly in our columns.

Druggists should be interested in the Pasteur vaccines and antitoxines for veterinary use advertised by the Pasteur Vaccine Company, Limited, in this issue. These goods are produced at the Pasteur laboratories in Paris. The American branches are located at New York, Chicago and San Francisco and other branches are maintained in almost every part of the world. Our readers are invited to address the New York branch for literature and prices.

There is no economy in buying a showcase with cheap, wavy glass. The whole appearance of a case is spoiled by defective glass, no matter how elaborate the rest of it may be. The Grand Rapids Fixtures Company, of Grand Rapids, Mich., uses extra thick glass without a bubble and free from waves; it is all of the highest grade and double strength, the same kind of glass being used even in the doors and ends of the showcases made by this company. Any one needing a new showcase should consult this firm before buying.

Schleffelin & Co. call attention to the Gibbs formaldehyde generators, which provide inexpensive, safe, effective and convenient means for disinfecting and deodorizing with formaldehyde gas. The gas is produced from aldeform, which is a combination of formaldehyde, wood alcohol and water; when used in the Gibbs formaldehyde generators in the proportion of 10 ounces to 1,000 cubic feet of space the aldeform gives off formaldehyde gas in sufficient volume to kill all disease germs. The generators are made in various sizes and can be used repeatedly by refilling with aldeform. Houghton's formaldehyde soap is made with a base of pure olive oil, contains 5 per cent. of the standard solution of formaldehyde, and is a perfect antiseptic. Prices, circulars, etc., of both the generators and soap will be furnished on application to Gibbs & Co., 102-104 Fulton street, New York, or Schleffelin & Co.

### Doyen's Cancer-Serum.

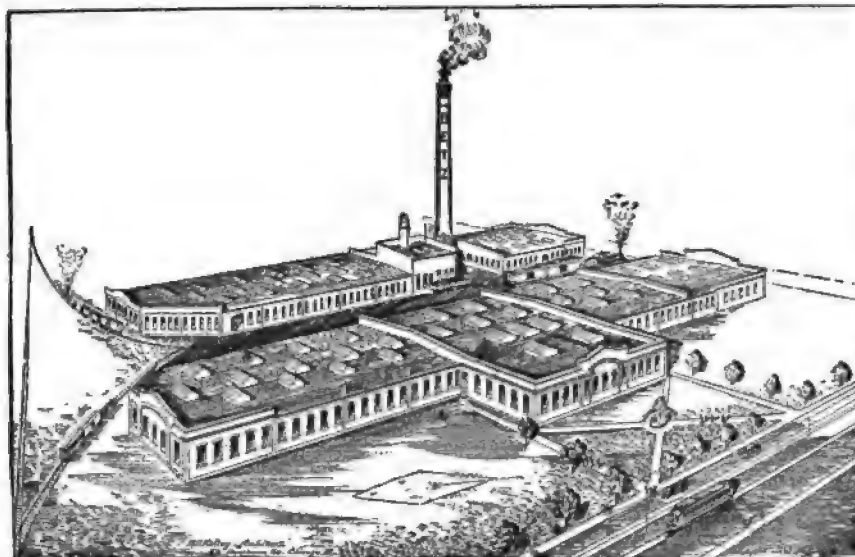
On July 12 Dr. Delbert presented at a meeting of the French Society of Surgery the report drawn up by the committee appointed last December to report on Dr. Doyen's serum. There was a large attendance in spite of the tropical temperature, and the audience included many of the leading physicians and surgeons of the Paris hospitals as well as their assistants and pupils. The report may be summarized by the statement that the committee are unanimously of the opinion that "Nothing in the investigations made by them justifies the contention that treatment by Dr. Doyen's serum causes an improvement in the condition of patients who suffer from cancer." The report adds that the investigations were carried out on twenty-six patients, and they appear to have been conducted with method. Dr. Doyen will present his reply—defense, it might almost be called—at a Congress of Surgery to be held in Paris in October.



# FRANK S. BETZ CO.

(Incorporated)

CAPITAL, SEVEN HUNDRED AND FIFTY THOUSAND DOLLARS



Drugs  
Pharmaceuticals  
Chemicals  
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Oils  
Wines  
Syrups  
Capsules

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Dressings  
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Sundries

## MANUFACTURING PHARMACISTS

**Surgical and Hospital Supplies of Every Description**  
**LARGEST PLANT OF ITS KIND IN THE WORLD**

|   |   |                          |
|---|---|--------------------------|
| SURGEON'S GREEN SOAP, - - -   | 10 lb. jars, net, \$1.00; -                   | 20 lb. jars, net, \$1.90 |
|   | Barrel, 400 lbs. -                            | - lb., 6c.               |
| STRONGER AMMONIA, C. P., Sp. Gr. 90°,   | 8 lb., gal., \$1.00; -                        | 16 lb., 2 gal., \$1.90   |
|   | Carboys, - - -                                | - lb., 8½c.              |
| CHLOROFORM, Strictly Pure, - - -  | 5 lb. bottle, \$1.60; -                       | 12 lb. bottle, \$4.25    |
|   | 100 lb. bulk, - - -                           | - \$31.00                |
| DISTILLED EXTRACT WITCH HAZEL,  | Gal. jugs, 80c; - - -                         | 5 gal. jugs, \$3.90      |
|   | Barrel, - - -                                 | - 60c. gallon            |
| AMBER PETROLATUM, - - -   | 5 lb. cans, 45c; - - -                        | doz. Cans, \$5.00        |
|   | Barrel, - - -                                 | - per lb., 3½c.          |
| SNOW WHITE PETROLATUM (Russian),  | 5 lb. cans, \$1.00; - - -                     | doz. cans, \$11.00       |
|   | Barrel, - - -                                 | - per lb., 14c.          |
| NITRIC ACID, C. P., Sp. Gr. .84 - - -   | 7 lb. bottle, - - -                           | - \$1.20                 |
|   | Carboy, - - -                                 | - per lb., about 8½c.    |
| HYDROCHLORIC ACID (Muriatic), - - -   | Strictly Pure, 7 lb. bottle, -                | - \$1.10                 |
|   | Carboy, - - -                                 | - per lb., about 7½c.    |
| SULPHURIC ACID, C. P. - - -   | 7 lb. glass bottle, - - -                     | - \$1.10                 |
|   | Carboy, - - -                                 | - per lb., 6½c.          |
| BETZ' SANITARY FLUID, Saponified Coal Tar Creosote.                                     | 1 gal. makes 100 gals. of strong,             |                          |
| efficacious disinfectant - - -  | - gal., \$3.00                                |                          |
| HYDROGEN PEROXIDE, U. S. P. (Medicinal),  | - - -   | 1 gal. bottle, \$1.65    |
| FORMALDEHYDE, 40% Solution, Guaranteed to be of highest purity,                         | per lb., 25c; 5 lbs.,                         |                          |
| \$1.25; gal. bot., \$1.60; 5 gal., \$7.25; 10 gal., \$12.75; barrels of about 400 lbs., | per lb., 12c.                                 |                          |
| SOLIDIFIED FORMALDEHYDE, Powdered, - lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00      |   |                          |
| PARAFORMALDEHYDE, Paste, - - -  | lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00 |                          |

We are headquarters for everything used for municipal sanitation and that of ship factories, railroads, etc. We supply in the smallest or largest quantities.

THERMOMETERS, Clinical, 60 sec., Magnifying  
with certificate, doz., \$4.00  
HYPODERMIC SYRINGE, glass or metal barrel, doz., \$4.00  
MEDICINE DROPPERS, either bent or straight or  
assorted, gross, \$1.40  
RUBBER GLOVES, any size, doz., \$6.00

WOOD ALCOHOL STOVES, (Reform), nickel  
plated on brass, doz., \$6.00  
GLASSGONORRHCEAL SYRINGES, French Make, gross, \$3.00  
SUSPENSORIES, J. P. Silk Knit Sack, doz., \$1.50  
SUSPENSORIES, Army and Navy Lisle Thread, doz., \$2.00  
FINGER COTS FOR SURGEONS, gross, \$1.75

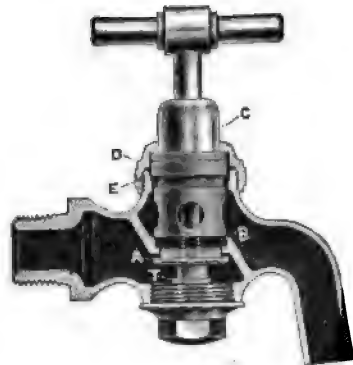
TERMS, CASH WITH ORDER

**CHICAGO SALESROOM, 90 WABASH AVENUE**  
**GENERAL OFFICES AT WORKS, HAMMOND, INDIANA**

Where All Communications Should be Addressed

### An Improved Faucet for the Drug Store.

An ordinary faucet handled by several persons is kept in repair with difficulty because of the tendency of some people to close it with great force, thus damaging and finally ruining the disc or seat Ring. In the Bashlin Faucet, which is illustrated herewith, this cannot occur. No matter how much force is applied to the handle it cannot do any harm for the surplus pressure is not communicated to the seat ring or disc.



To further prolong the life of the Bashlin Faucet the water is packed from the screw threads of the stem, so that no grit that may be in any sediment can possibly act

on the thread to cut it out.

While the "water hammer," which is so annoying in so many cases, is not entirely overcome, yet in the Bashlin Faucet it is so greatly modified as to be scarcely noticeable.

This description applies equally to the Bashlin Compression Faucet, the Bashlin Self-closing Faucet and the Bashlin Basin Cock. All are carefully made of the best material and long service is promised.

These faucets will prove of great value in the drug store where the faucet is used so frequently. Further description and quotations may be had from B. F. Freeman, 177 Broadway, New York, manager of the New York Branch of the Bashlin Company, who are the sole makers of these faucets.

### Blotters and Testimonials.

Everyone uses a blotter and everyone appreciates a good blotter free. In view of this the Abbott Alkaloidal Company is putting out a blotter of good quality with an enameled top, on which appears a colored cut of its Saline Laxative container, with legend "Keep it on hand; it does the business and never gripes." Another catchline runs: "Blot from your memory every splotch of doubt as to the efficiency of Abbott's Saline Laxative as the best clean-out; the W. A. intestinal antiseptic as the best clean-up, and Triple Arsenates with Nuclein as the best general tonic known to the medical profession to-day." There is a paragraph addressed to the doctor. On the side are calendars for three months.

The Abbott Alkaloidal Company is in possession of a number of testimonials as to the efficacy of its preparations. One of these from a physician in Mississippi run as follows:

"I want to tell you that I have had perfect success with Nuclein in three cases of chronic malaria, one being myself, after I had exhausted every other means at my command. I feel that I owe the Nuclein a debt of gratitude and it will be the basis of my future treatment of such cases."

Write for a blotter to the Abbott Alkaloidal Company, Chicago, Ill., mentioning the AMERICAN DRUGGIST.

### Sal Hepatica.

The attention of the medical profession is being directed to the use of Sal Hepatica in typhoid fever and inflammatory conditions of the bowels. It appears to be a very safe saline laxative in such affections, being less obnoxious to the organism than sodium phosphate alone or other salines and is more readily eliminated.

By commingling lithium and sodium phosphates in proper proportions with certain of the "Bitter Water" salts the manufacturers of Sal Hepatica claim a compound is secured that is superlatively more active than either the lithium or sodium salt alone, or, indeed, than any of the natural purgative mineral waters. Recognizing this, the most eminent practitioners latterly have taken to prescribing Sal Hepatica in preference to the natural waters.

Sal Hepatica is very effective in limiting and reducing the amount of uric acid formed within the circulation and excreted by the kidneys, and is freely absorbed and taken into the blood and as rapidly (along with the chemical products formed) eliminated by the excretory ducts or organs as is readily demonstrated by its presence, after a brief course thereof, in perspiration and urine, the latter more particularly being doubled or trebled as to quantity and rendered decidedly alkaline.

Sal Hepatica is the original effervescent saline laxative, hepatic stimulant, uric acid solvent and eliminant of irritating toxins in the alimentary tract. It is manufactured under the direct supervision of J. Le Roy Webber, Ph.G., its originator, and only at the laboratories of Bristol-Myers Company, manufacturing chemists, 277-279 Greene avenue, Borough of Brooklyn, New York City.

### To Operate Cigar Stands in Drug Stores.

The latest development in company pharmacies takes the form of the incorporation by members of the Drug Merchants of America, the William B. Riker Sons Company and the United Drug Company, of the National Cigar Stands Company, having as its object the operation of cigar stands in drug stores and the importation and manufacture of cigars and tobacco products. L. K. Liggett, the secretary of the United Drug Company (Vinol and Rexall preparations), is president, and William C. Bolton, formerly of the Bolton Drug Company, Brooklyn, but now of the Riker Company, vice-president. The company was incorporated in Jersey City on July 20 with a capital of \$500,000, but the principal office will be in Manhattan. Among others interested are George C. Lyon, of the Hall & Lyon Drug Company, operating a chain of stores in New England, and C. E. Ball, of Holyoke, Mass.

### Recent Customs Decisions.

Oil of gardenia is dutiable as an alcoholic compound, according to a decision of the Board of United States General Appraisers. The Government chemist found the article to contain absolute alcohol by volume 27.7 per cent. George Lueders & Co., the importers, claimed it dutiable under paragraph 2 of the tariff, in accordance with a previous decision of the board, which held the merchandise bearing the same invoice name to be dutiable as such.

The Smith, Kline & French Company imported at Philadelphia arrow root in the form of a flour or powder. It was classified for duty under paragraphs relating to starch. The importer claimed it should be classified as a drug. The protest was overruled by the Board of Appraisers.

Kepler Malt Extract and Kepler's Solution, imported at San Juan, Porto Rico, by the successors of J. M. Blanc, were classified for duty as malt extract, but were claimed by the importers to be dutiable as medicinal preparations. The claim was overruled.

Judge Lowell, of the United States Circuit Court, district of Massachusetts, recently rendered an important decision defining the status of extract of nutgalls under the tariff law. The court overrules a previous decision by the Board of United States General Appraisers, and it is understood that the Government will appeal the case to the Circuit Court of Appeals. The importer, W. N. Proctor, protested against the decision of the board, which sustained the assessment of duty by the Collector of Customs at Boston. The court upheld the claim of the importer that nutgalls, advanced in condition by refining, grinding or other process, are properly dutiable at one-fourth of 1 cent a pound.

The Treasury Department announces that a drawback will be allowed on the exportation of articles in connection with which protegit, manufactured from imported borax, is used. The drawback will equal the duty paid on the imported material contained in the protegit, less the legal deduction of 1 per cent.

**AMERICAN CAN COMPANY.**

## Manufacturers of

## Standard Druggist Tinware



We carry in stock a full assortment of Miller, Taite, Gill and Norton styles of Boxes. These Boxes have an established reputation among Druggists. **Seamless Boxes** of all sizes, styles and designs carried in stock by every leading jobber in the country.

**Principal Offices: New York, Baltimore, Chicago, San Francisco.**

## LOCAL SALES OFFICES

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**Philadelphia**  
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**New Orleans**

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**Portland**

Seattle  
St. Paul  
Milwaukee  
Havana

**A** The STANDARD  
**PRESCRIPTION**  
**-CORKS-** **B**  
... OF ...  
**THE WORLD**  
**ARMSTRONG CORK CO.**

**There is a Sparkle and Dash to a Drug Store**  
equipped with



## Andrews Steel Rod Furniture

that makes it attractive to customers and secures and holds their trade—Cheerful people, the kind who spend money, like cheerful surroundings and go where they are to be found. Andrews Steel Rod Furniture for Drug Stores is cheerful, bright and attractive—Cleanly, convenient, inexpensive—The modern equipment for Drug Stores—Send for Catalogue.



**The A. H. Andrews Co., 174 Wabash Ave., Chicago**

# SAL HEPATICA

## The Original Effervescent

## SALINE LAXATIVE, URIC ACID SOLVENT and ELIMINANT

### A Combination of Tonic, Alterative and Laxative Salts

similar to the celebrated Bitter Waters of Bohemia, fortified by the addition of Lithium and Sodium Phosphates.

**\$2.00, \$4.80 and \$10.20 per doz.**  
**All Jobbers.**

**BRISTOL-MYERS CO.**

## Manufacturing Chemists

**277-279 Greene Ave.**

**BOROUGH OF BROOKLYN, NEW YORK.**



## BURROUGHS-WELLCOME ENTERTAIN THE SOCIETY OF CHEMICAL INDUSTRY.

Quarter Centenary Celebration of the Establishment of the Business  
—Two Thousand Guests—Many Distinguished Visitors.

On Saturday, July 15, the occasion of Burroughs-Wellcome's quarter century commemoration, the members of the Society of Chemical Industry and a number of medical, scientific and other distinguished guests paid a visit to the firm's works at Dartford, Kent, England, and to the Wellcome Club and Institute, founded for the benefit of the employees. The guests were conveyed by three special trains, two from Charing Cross, London, and one from Cannon street, London. Upon arrival at the station an alarm of fire was given from the platform by means of a special button, and the proceedings commenced with a smart display of fire drill by the firm's private brigade. The guests numbered about 2,000 and were entertained at luncheon in a large marquee erected in the club grounds.

After the loyal toasts, Mr. Wellcome proposed a toast to the "Society of Chemical Industry," which was replied to by the president, Dr. W. H. Nicholls, as follows: The Society of Chemical Industry, of which I have the honor to be the expiring president, has met with a most magnificent reception wherever it has gone in and around the city of London. We have had rousing welcomes; we have even had royal welcomes, but it remains for to-day, if you will pardon the pun, for us to receive a "Burroughs" welcome. We look upon it as one of the greatest honors that Mr. Wellcome, the head of this great organization, should have invited us here to lunch with his entire family. I am not accustomed myself to such a large family; 2,000 people at one sitting have not been common since the days of the loaves and the fishes. But when I have seen, as I have very well seen to-day, through the courtesy of Mr. Hill, the methods which have been devised for bringing comfort and pleasure to the employees, bringing them in closer contact with those above them, I feel that Mr. Wellcome has at last found what I believe to be the philosopher's stone of technical success. The man who does not forget those who work with him and those who work for him is bound to have the largest success. (Hear, hear and applause.) And as you have heard him limit the speakers to the briefest possible time, and as it would take much too long to state what I and my friends have seen to-day, permit me, Mr. Chairman, to conclude with the best wishes of the Society of Chemical Industry and the ladies who are with them for long life and prosperity to the head of this great firm and to his good wife, and may it come about, when the day arrives when work is over for him, that that dear little boy will be ready to take up the reins. (Cheers.)

Mr. Wellcome proposed "the employees," and presented them with a silver gilt cup in remembrance of the fact that the Wellcome Cricket Club had won the championship of the Chemists' and Druggists' Cricket League for five years in succession.

Mr. R. Clay Sudlow, general manager, replied.

Professor Armstrong proposed the toast of Burroughs, Wellcome & Co., and referred to the fact that every important expedition which had started from British or foreign shores during recent years had been equipped by the firm.

After Mr. Wellcome had replied, "Medicine and Pharmacy" was proposed by A. Gordon Salamon, the toast being coupled with the names of Sir James Dick, Hon. Surg. to H.M. the King, and R. A. Robinson, L.C.C. (president of the Pharmaceutical Society of Great Britain).

After luncheon the programme of entertainments was continued with athletic sports, May pole dances, garland and sword drill by employees, open air concert, fireworks, illuminations, etc.

The prizes were distributed by Lady Manson, and Sir Patrick Manson, speaking at one of the other functions, said that he felt that to-day had been an object lesson to all of them, not only of the heartfelt interest Mr. Wellcome had in the welfare of his employees, but of the wonderful organization of the firm, as exemplified in the forethought which had provided so bounti-

fully for the comfort and pleasure of every one throughout the day and by the precision with which a wonderful programme had been carried through.

If he were asked to name the keynote of Mr. Wellcome's success he would answer, "simplicity," and having in mind and in memory the old-fashioned prescription in which it was thought necessary to have 25 ingredients he would like to express his thanks and that of other members of the medical profession to Mr. Wellcome for the marvelous way in which he had helped them in their work.

Especially in his own particular sphere of interest—namely, tropical medicine—he was in a position to know and to appreciate the debt of gratitude they owed Mr. Wellcome for his liberality in initiating and supporting research work. The results had already been most valuable and the promise was greater still.

### International Trademarks.

The protection of trademarks is of such importance that several countries, France among them, have formed an international service of registration. The institution has its sittings at Berne, in the offices of the Industrial Protection Union. Its object is to give the same protection in all of the contracting countries as is given to the owner of the mark in his own country. The contracting countries are Belgium, Brazil, Spain, France, Italy, Netherlands, Portugal, Switzerland and Tunis.

A decree dated May 20, 1903, stipulates that every owner of a trademark regularly registered in France who desires that his work be protected in the contracting States, or those that may hereafter subscribe, must pay into the Central Receiving Bank of the Seine, or in the departments into the bank of the general "Trésoriers-Payeurs," the sum of \$4.82. The payment of this sum, which should be addressed to *l'Office National de la Propriété Industrielle*, 292 rue St. Martin, Paris, should be accompanied by the following: (1) A request to obtain the registry of the mark at the international office at Berne, accompanied by the name, profession and address of the applicant and the date and number of registration of the mark in France; (2) three copies of the mark, and in case of colors four copies, designating the exact color; (3) a stereotype plate not less than 1.77 inches, reproducing exactly the mark (this plate will be filed in the international bureau); (4) the receipt for a post office money order to the bureau at Berne for \$19.30 for a single mark, and for \$9.65 for any thereafter; (5) a power of attorney duly registered if the demand is made through another party.

A fulfillment of these formalities procures protection in the nine countries mentioned, as well as in all other States that may later adhere to the programme. The duration of protection is twenty years, a renewal being allowed by the fulfillment of all the conditions as in the first instance.

For the first mark registered in France alone \$24.13 must be paid, and \$14.48 for each one thereafter. In all the other contracting States named for each trademark registered the cost is \$46.32. This latter sum embraces the official cost, exclusive of the expenses of application, authentication, translation, etc.

It will be seen that the services of the bureau are of considerable value both as to price and simplicity, not to mention the great advantages to be derived. All information is furnished gratis by the Bureau International de la Propriété Industrielle, Berne, Switzerland.

### Corn Cure.

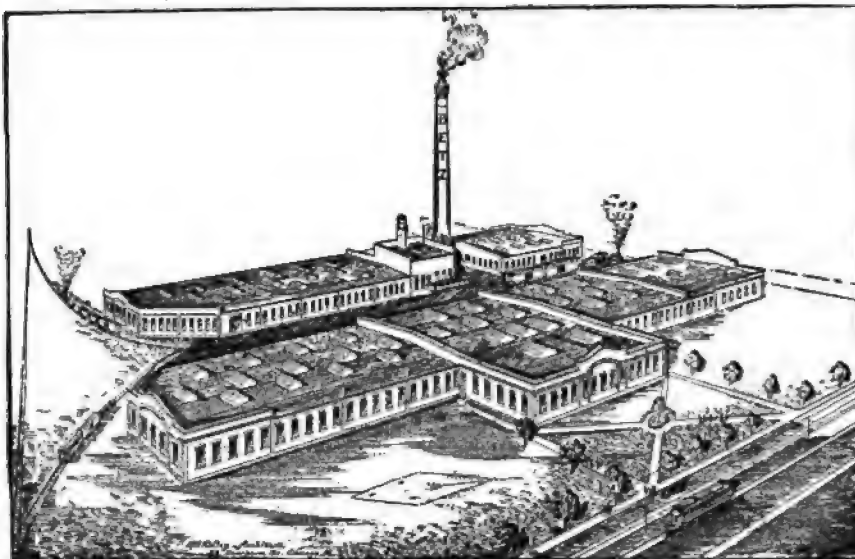
According to the Paris correspondent of the *Chemist and Druggist*, an enterprising American arrived in Paris recently, with the object of hawking a corn file in the public streets. He did not, however, understand the ways of the Paris police, and his business was soon stopped. The file consists of a piece of wood the size of a small dagger, which has been rather cleverly covered with a kind of emery powder, and at the price of 1 franc, at which the files were offered for sale, evidently left an ample margin for profit. When last heard of he was trying to get his consul to interfere, but has small hopes of success.

# FRANK S. BETZ CO.

(Incorporated)

CAPITAL, SEVEN HUNDRED AND FIFTY THOUSAND DOLLARS

Drugs  
Pharmaceuticals  
Chemicals  
Tablets  
Fluid Extracts  
Oils  
Wines  
Syrups  
Capsules



Surgical  
Instruments  
Apparatus  
Appliances  
Dressings  
Rubber Goods  
Glassware  
Trusses  
Sundries

## MANUFACTURING PHARMACISTS

### Surgical and Hospital Supplies of Every Description

#### LARGEST PLANT OF ITS KIND IN THE WORLD

|   |  |
|---|--|
| SURGEON'S GREEN SOAP, - - -   | 10 lb. jars, net, \$1.00; 20 lb. jars, net, \$1.90 |
|   | Barrel, 400 lbs. - - - lb., 6c.                    |
| STRONGER AMMONIA, C. P., Sp. Gr. 90°,   | 8 lb., gal., \$1.00; - 16 lb., 2 gal., \$1.90      |
|   | Carboys, - - - lb., 8½c.                           |
| CHLOROFORM, Strictly Pure, - - -  | 5 lb. bottle, \$1.60; - 12 lb. bottle, \$4.25      |
|   | 100 lb. bulk, - - - \$31.00                        |
| DISTILLED EXTRACT WITCH HAZEL,  | Gal. jugs, 80c; - 5 gal. jugs, \$3.90              |
|   | Barrel, - - - 60c. gallon                          |
| AMBER PETROLATUM, - - -   | 5 lb. cans, 45c; - doz. Cans, \$5.00               |
|   | Barrel, - - - per lb., 3½c.                        |
| SNOW WHITE PETROLATUM (Russian),  | 5 lb. cans, \$1.00; - doz. cans, \$11.00           |
|   | Barrel, - - - per lb., 14c.                        |
| NITRIC ACID, C. P., Sp. Gr. .84 - - -   | 7 lb. bottle, - - - \$1.20                         |
|   | Carboy, - - - per lb., about 8½c.                  |
| HYDROCHLORIC ACID (Muriatic), - - -   | Strictly Pure, 7 lb. bottle, - \$1.10              |
|   | Carboy, - - - per lb., about 7½c.                  |
| SULPHURIC ACID, C. P. - - -   | 7 lb. glass bottle, - - - \$1.10                   |
|   | Carboy, - - - per lb., 6½c.                        |
| BETZ' SANITARY FLUID, Saponified Coal Tar Creosote. 1 gal. makes 100 gals. of strong, efficacious disinfectant - - -  | gal., \$3.00                                       |
| HYDROGEN PEROXIDE, U. S. P. (Medicinal), - - -  | 1 gal. bottle, \$1.65                              |
| FORMALDEHYDE, 40% Solution, Guaranteed to be of highest purity, per lb., 25c; 5 lbs., \$1.25; gal. bot., \$1.60; 5 gal., \$7.25; 10 gal., \$12.75; barrels of about 400 lbs., per lb., 12c. |  |
| SOLIDIFIED FORMALDEHYDE, Powdered, - lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00  |  |
| PARAFORMALDEHYDE, Paste, - - - lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00  |  |

We are headquarters for everything used for municipal sanitation and that of ship factories, railroads, etc. We supply in the smallest or largest quantities.

|  |   |
|--|---|
| THERMOMETERS, Clinical, 60 sec., Magnifying with certificate, - - - doz., \$4.00 | WOOD ALCOHOL STOVES, (Reform), nickel plated on brass, - - - doz., \$6.00 |
| HYPODERMIC SYRINGE, glass or metal barrel, doz., \$4.00                          | GLASS GONORRHOEAL SYRINGES, French Make, gross, \$3.00                    |
| MEDICINE DROPPERS, either bent or straight or assorted, - - - gross, \$1.40      | SUSPENSORIES, J. P. Silk Knit Sack, - - - doz., \$1.50                    |
| RUBBER GLOVES, any size, - - - doz., \$6.00                                      | SUSPENSORIES, Army and Navy Lisle Thread, - - - doz., \$2.00              |
|  | FINGER COTS FOR SURGEONS, - - - gross, \$1.75                             |

TERMS, CASH WITH ORDER

CHICAGO SALESROOM, 90 WABASH AVENUE  
GENERAL OFFICES AT WORKS, HAMMOND, INDIANA

Where All Communications Should be Addressed



### Powder Pills.

The American Ferment Company, of Jersey City, has, after a long series of experiments, perfected a new process for making pills with a thin coating which can be readily broken under slight pressure and which are at once highly soluble and practically free from the action of climatic change. The laboratory has now turned out a pretty complete line of pills, and is in a position to consider orders for special private formulas. Such orders will be quickly filled and at attractive prices. One agent is wanted for every community, and full terms and particulars will be supplied on application.

### The Humble Grass.

Ex-Senator Ingalls wrote many things descriptive of nature but none more beautiful than this: "Grass is the forgiveness of nature—her constant benediction. Fields trampled with battle, saturated with blood, torn with the ruts of cannon, grow green again with grass, and carnage is forgotten. Streets abandoned by traffic become grass-grown, like rural lanes, and are obliterated. Forests decay, harvests perish, flowers vanish, but grass is immortal. Beleaguered by the sullen hosts of winter, it withdraws into the impregnable fortress of its subterranean vitality and emerges upon the first solicitation of spring. Sown by the winds, by wandering birds, propagated by the subtle horticulture of the elements, which are its ministers and servants, it softens the rude outline of the world. Its tenacious fibers hold the earth in its place, and prevent its soluble components from washing into the wasting sea. It invades the solitude of deserts, climbs the inaccessible slopes and forbidden pinnacles of mountains, modifies climates and determines the history, character and destiny of nations. Unobtrusive and patient, it has immortal vigor and aggression. Banished from the thoroughfare and the field, it bides its time to return, and when vigilance is relaxed or the dynasty has perished it silently resumes the throne from which it has been expelled, but which it never abdicates. It bears no blazonry or splendor, but its homely hue is more enchanting than the lily or the rose."

### The Route to the Convention.

The annual convention of the American Pharmaceutical Association will be held at Atlantic City, September 4 to 16, this year. The selection of this charming seashore resort will no doubt attract a large attendance to this meeting, and on account of which the Pennsylvania Railroad Company will make reduced rates. The fare authorized for this occasion is one and one-third rate, on the certificate plan. Tickets and certificates will be issued August 31 to September 6 for the going trip, and the certificates will be *valid* at place of meeting September 7 and 8 on payment of fee of 25 cents, which will entitle the passenger to obtain a ticket returning at one-third the fare paid for the going trip. The return trip must be made on or before September 20. The fare one way from New York City is \$3.25, or, on the certificate plan, \$4.35 for the return trip. Additional information can be obtained from any ticket agent of the Pennsylvania Railroad Company.

### A Montreal Branch.

The recent establishment of a branch office and laboratory in Montreal by the Denver Chemical Mfg. Company bespeaks progress for this enterprising firm, which is widely known as the manufacturer of antiphlogistine. The company now maintains several branches, including one at Denver, Col., one in Sydney, Australia, and another in London, England, in addition to the main office and laboratory in New York City.

### The Emotional Young Lady.

There is gladness in her gladness  
When she's glad:  
There is sadness in her sadness  
When she's sad:  
But the gladness of her gladness  
And the sadness of her sadness  
Aren't a marker on the  
Madness of her madness  
When she's mad.

### Literature on the Perfume Industry.

From the American branch of Roure-Bertrand Fils (Grasse, France), Edwin H. Burr, 18 Cedar street, New York, we have received No. 1 of series II of the Scientific and Industrial bulletins issued by the French house. These bulletins are devoted entirely to the economics and chemistry of odoriferous substances, and they reflect the utmost credit on the publishers. The number under review is dated May, 1905, and is divided into three parts. Part I is taken up with a consideration of the influences having to do with the production of perfume in the growing plant. Part II is more of a market review, in which the position of the staple oils used in perfumery is set forth. Part III consists of a review of the current literature pertaining to perfumes and essential oils, and constitutes a good index to the literature of the chemistry of the oils and flavoring materials used in the perfume industry. Pharmacists who are interested could doubtless obtain copies of this series of publications upon application to the American branch of Roure-Bertrand Fils at the address given above.

### The True Insect Powder.

The registered trademark "Bee Brand" is the property of McCormick & Co., of Baltimore, Md., and is used to designate their absolutely pure insect powder, packed in air tight wooden bottles, retailing at 10 cents. This thoroughly reliable article may also be had in 1, 3, 5, 10 and 25-pounds, and in kegs and barrels. McCormick & Co. have made a special feature of importing fine closed flowers in the markets of production and grinding them in their own mills in Baltimore, thus insuring high quality and absolute purity. In these days, when insect powder is so largely and so generally sophisticated, the announcements of McCormick & Co. in the columns of the AMERICAN DRUGGIST should be of interest to all dealers who desire to supply their customers with reliable goods.

### Elastic Capsule Medication.

Eli Lilly & Co. have just issued a handsome illustrated pamphlet on elastic capsule medication, giving in natural colors the important preparations of this class. The work is replete with concise therapeutic notes on the various oils and oleoresins used in modern medical practice and the forms in which they may be administered best. The book is addressed to the practitioner and will be found full of useful information on this important and increasing line of recent pharmaceuticals. A copy will be sent to any practitioner on application to the publishers, Eli Lilly & Co., pharmaceutical chemists, Indianapolis.

### Codliver Oil for Babies.

Some who read Scott & Bowne's recent advertisements recommending Scott's Emulsion for babies teething were prone to smile, but Dr. E. Symes Thompson, in a Gresham College lecture, testified, according to an English contemporary, to the value of codliver oil, saying that he had found it amazingly successful in promoting the growth of teeth in children. And now we learn from Scott & Bowne that they have hundreds of letters from mothers stating that it eases teething as well. The fact should be better known than it is.

An agent of a life insurance company sent this to the medical department:

Through Holy Land a valiant knight did fare,  
He had a colic—tell me when and where?

The medical department replied:

Half mad with pain, cold chilled with dire affright—  
The hour and place—the middle of the knight.  
—Insurance Statement.

A Fort Worth druggist is in receipt of a curt and haughty note in an angular feminine hand: "I do not want vasoline, but glisserine. Is that plain enough? I persoon you can spell."—Texas Medical Gazette.

# HEARN WEST FOURTEENTH STREET NEW YORK

## NO DRUGS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS

**Until Further Notice Our Stores Will Be Closed ALL DAY SATURDAY**

THUS GIVING THE EMPLOYEES THE FULL HOLIDAY EACH WEEK.

### MAJI—the Genuine Depilatory MAJI—el Depilatorio Legítimo

Every WIDE-AWAKE Druggist sells MAJI.

Because:

There is a big profit in selling it.

Because:

It does everything claimed and you can therefore GUARANTEE it.

Because:

Maji is the only Remedy that will remove SUPERFLUOUS HAIR Painlessly, Quickly and PERMANENTLY.

Because:

You make a good friend of every woman to whom you sell a bottle.

Because:

Maji is heavily advertised and is never a "dead" article on your hands.

If you are not handling it now, put in a stock at once and do not send your trade away to your competitor.

Maji retails at \$1.00. Good advertising matter furnished.

Agents wanted. Exclusive Territory for sale.



No hay Farmacéutico DESPIERTO que no venda Maji.

Porque:

Su venta deja un buen provecho.

Porque:

Realiza cuánto se anuncia, y puede por consiguiente GARANTIZARSE.

Porque:

Maji es el único remedio que quita el PELO SUPERFLUO sin Dolor, con Promptitud y para SIEMPRE.

Porque:

No hay mujer á quien se vende un frasco que no lo aprecie.

Porque:

Maji se anuncia extensamente y nunca es un artículo "muerto" en vuestras manos.

Case de que aun no le vendieséis, convertirá que os procuréis existencias antes de que vuestros parroquianos se vayan á vuestro competidor.

Maji se vende al por menor á \$1.00. Se apronta excelente materia para anunciar.

Se necesitan Agentes. Puede comprometerse territorio exclusivo.

**THE TURKISH REMEDY CO., 161 COLUMBUS AVE.,  
NEW YORK, N. Y.**

# Specify MERCK'S

on your orders for

## MORPHINE SULPHATE

The FIRST MORPHINE was MANUFACTURED in 1827 BY MERCK

Kindly mention AMERICAN DRUGGIST when writing to Advertisers

### Hamamelis—Its Therapeutic Uses and the Poison Perils of Its Adulteration.

In an address delivered April 26, 1905, before the Danbury Medical Society, on The Practical Value of Old Remedies, John V. Shoemaker, M.D., LL.D., of the Medico-Chirurgical College, Philadelphia, Pa., spoke of witch-hazel, or hamamelis, in the following terms:

"Witch-hazel, or *Hamamelis virginiana* Linné, an excellent old-time remedy, has a well defined range of usefulness within which it is without a rival. Externally and internally it is sedative and astringent. It is used as lotion and ointment in many diseases and injuries of the skin, in leg ulcer and varicose veins. It is serviceable in acute and chronic diarrhoea, internal hæmorrhages, bronchorrhoea, epistaxis, varicose veins and varicocele.

"The distilled extract of hamamelis is a valuable application to sprains and bruises. Hamamelis is very useful in checking epistaxis, bleeding sockets after the extraction of teeth, bleeding hæmorrhoids and many other forms of hæmorrhage. An ointment containing witch-hazel is of service in burns, eczema, erysipelas, sunburn, seborrhoea, acne, etc. A diluted fluid extract of hamamelis makes an effective lotion in hyperidrosis. A witch-hazel lotion or ointment is an excellent application in fissure of the anus. When given internally this remedy exerts the same astringent and sedative action and is highly valued in the treatment of acute and chronic diarrhoea, dysentery, hæmorrhage from internal organs, purpura hæmorrhagica, varicose veins and ulcers and varicocele."

In his standard work on "Therapeutics" Hare also states that it is "a plant of extraordinary remedial power," and adds the following highly significant declaration:

"The one official preparation of the U. S. P. is the fluid extract (*Extractum Hamamelis Fluidum, U. S.; Liquidum, B. P.*), dose, 5 to 20 drops (0.35-1.30). The dose of the distilled extract, which is not official<sup>1</sup> and is a perfectly clear liquid, is from 30 drops to 1 drachm (2.0-4.0), and this is much the best preparation for internal and external use. Unfortunately, the preparations of the drug vary very much in both odor and efficacy. Some of the proprietary preparations of witch-hazel are more active than those ordinarily dispensed in the drug store. This is due to greater care in their preparation and to the fact that they are sold in original packages, without exposure to the air."

The truth of Hare's contention that the common commercial witch-hazels vary as to both odor and efficacy, and, for the reasons given, are less active than the proprietary article, as well as the peril of the common commercial and unidentified witch-hazels of the market, has been emphasized in startling fashion by such well known and creditable medical investigators and expert witnesses as Buller and Wood, whose voluminous report to the American Medical Association on the adulteration of witch-hazel and other medicinal extracts, etc., by wood alcohol and formaldehyde has attracted the attention of the medical profession and press throughout the country and still continues to excite the interest and evoke the comment of both.

As an example of the extent to which this adulteration has been carried by unscrupulous manufacturers of the common commercial and unidentified varieties of the product it may be stated that of 70 samples recently purchased from as many wholesale and retail dealers in the commercial article in six of the largest cities of the United States scrupulous investigation by the most reputable analytical chemists of the country showed, so we are informed, that 52 of the samples in question contained wood alcohol (poison) or formaldehyde (poison), or both.

In discussing this question the *Bulletin of Pharmacy* expresses the opinion that "the practice of substituting wood alcohol for grain alcohol in the manufacture of medicinal preparations is a most insidious and pernicious means of poisoning, and the sales of remedies and toilet preparations manufactured or adulterated with wood alcohol should be restricted by law."

<sup>1</sup> It is now in the 1890 edition.

Until, however, such laws be enacted by all States, it should be obvious, in the face of the pernicious conditions described, that the perils of the poisons specified—as is suggested by Hare—may be avoided in cases in which hamamelis is indicated only by using exclusively a standardized proprietary product of guaranteed and invariable purity, quality and strength, such as Pond's Extract of Hamamelis, which embodies and possesses all the qualities and advantages indicated by Hare as accruing from the greater care exercised in its preparation and the fact that it is sold only in original packages, without exposure to the air.

Pond's Extract of *Hamamelis virginiana* (as the plant is botanically described by Hare and Shoemaker, or *virginica*, according to Coston) has been relieving pain and performing other beneficent functions in the conditions indicated by Shoemaker for the past sixty years. While it has been imitated and substituted in every conceivable form during this extended period, it stands out to-day all the more efficient and esteemed by such comparison, and, in addition to its superlative medicinal properties and action, is a positive guarantee to physician and patient alike against any and all of the poison perils of the common commercial witch-hazel so vividly portrayed by Buller, Wood, Darlington, Lloyd, Hare, Gamble, London *Lancet*, *Journal of the American Medical Association*, *Medical News*, *Medical Record*, *Therapeutic Gazette*, *Boston Medical and Surgical Journal*, *Druggists' Circular*, *Bulletin of Pharmacy*, *Western Druggist* and numerous other medical writers and professional publications of equal standing and authority.

### A Case on Ball Bearings!

Every druggist or person who uses a showcase knows that the ordinary case door does not roll—it slides. If it is tight enough to exclude dust a little moisture will cause it to swell and stick; if it is loose the dust will get in and damage the goods. Cleaning the case is always difficult, because the doors cannot easily be removed. All of the showcase doors made by the Grand Rapids Fixtures Company, Grand Rapids, Mich., are on ball bearings. The balls rest on a steel track, which is not affected by moisture; the doors, while fitting snugly, thereby excluding all dust, work so easily that a mere touch is sufficient to open and close them. The track can easily be taken out and the doors removed for cleaning the case. Be up to the times and get one of these cases. The company's catalogue, giving prices and full information, will be sent on application. In writing kindly mention the AMERICAN DRUGGIST.

### Time to Stock Up.

When a big proprietary medicine house starts to advertise its remedies extensively it behooves every retail druggist to get in some of those goods so as to be ready for the demand that follows such publicity. There is splendid profit in handling Lactated Food. The manufacturer, the Wells-Richardson Company, Burlington, Vt., has started an aggressive advertising campaign in the leading newspapers of the country. This preparation is on the price-protected plan, and has been put on the \$2-\$4-\$8 basis. Have you taken advantage of the company's new special advertising offer to retailers? If not, send at once for particulars.

### "Mulford's."

No druggist should be without the new 1905 price-list of the H. K. Mulford Company, manufacturer of a complete line of standardized and physiologically tested pharmaceuticals, as well as a full line of antitoxins, curative sera and vaccines that yield a good profit and bring desirable business. The quality, terms and prices are just right. The company allows a straight discount of 40 per cent. on pharmaceuticals without requiring a contract. The goods will be supplied by your jobber. By specifying "Mulford's" you will save from 10 to 25 per cent. on your purchases.

# HEARN WEST FOURTEENTH STREET NEW YORK

**NO** DRUGS  
GROCERIES  
LIQUORS **BUT** EVERYTHING  
IN  
DRY GOODS

**ESSENTIAL OILS.**  
SPECIFY  
"ALLEN'S"  
CARDAMOM, ORRIS ROOT,  
SANDALWOOD.

OIL OF GARLIC,  
"Allen's,"  
Genuine oil distilled from the true  
Garlic (*Allium Sativum*.)

CROTON OIL  
(*Oleum Tigill U. S. P.*)  
A pure oil expressed from the seeds of  
Croton Tiglium. Insist on "Allen's"  
and secure an unadulterated oil.

STAFFORD ALLEN & SONS, Ltd.  
Distillers of Essential Oils, etc.  
LONDON, ENGLAND.

ESTAB<sup>d</sup>  
1833

GOLD  
MEDAL  
ST  
LOUIS  
1904.

**OSBORN'S**  
*Hypocod Wine*  
(Wine of Cod Liver Oil with the Hypophosphites  
of Calcium, Iron, Potassium and Sodium.)

A Money Maker for Fall and Winter Trade and  
a Success because it accomplishes  
what is claimed for it.

PRICE  
\$6.00 per Dozen—100 per cent. Profit.  
Order through your Jobber or  
direct from the Manufacturers.

**OSBORN-COLWELL CO.**  
NEW YORK.  
Profit Makers  
to the Retail Drug Trade.

SEAL OF  
OSCO  
PURITY

**Specify MERCK'S**  
on your orders for  
**MORPHINE SULPHATE**

The FIRST MORPHINE was MANUFACTURED in 1827 BY MERCK

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

## Hints to Buyers.

Phillips' chocolate is absolutely pure, and is one of the best brands for both cold and hot soda. It can be very highly recommended.

By specifying "Merck's" on their orders for morphine sulphate retailers will be sure to get a standard and reliable article.

Now is the time for any druggist who wants to make a special window display to get the required novelties by sending a postal to the C. I. Hood Company, Lowell, Mass.

The morphine sulphate in flakes and cubes made by the Mallinckrodt Chemical Works, this city and St. Louis, is of the highest purity. It may be obtained from all jobbers. Specify "M. C. W."

When replenishing your stock of quinine sulphate and cocaine hydrochloride specify Boehringer & Soehne's and you will get standard quality at prices that are no higher than for any other brand.

A bottle of Wine of Cardui costs 57 cents and retails for \$1 and is one of the best sellers. No druggist's stock is complete without it. Send for advertising matter and prices to the manufacturer, the Chattanooga Medicine Company, Chattanooga, Tenn.; St. Louis, Mo., or San Francisco, Cal.

Everything in the line of drugs, pharmaceuticals, chemicals, fluid extracts, oils, wines, capsules, surgical instruments and sundries can be obtained from the Frank S. Betz Company, manufacturing pharmacist, Hammond, Ind. The company's prices will interest you. Either small or large quantities are supplied.

The Roessler & Hasslacher Chemical Company, of this city, calls particular attention to Perborate, a powder to produce hydrogen peroxide in water and active oxygen in various mediums; Calcium Peroxide and Magnesium Peroxide, harmless germicides and powerful oxydizing agents, and Oxone, a compact oxygen compound to produce pure oxygen gas instantaneously. Sold by all jobbers.

Anything that will teach clerks to be accurate must appeal to every employer. A National Cash Register will do that. It will also tell who made the mistake, who took in bad money, etc. In fact, the details of every transaction are accurately recorded. The machine, in short, systematizes business, and a trial will prove that it is invaluable. If interested write to the National Cash Register Company, Dayton, Ohio, for particulars, kindly mentioning the *AMERICAN DRUGGIST*.

Suprarenalin Crystals contain the astringent, hæmostatic and pressor principle of the suprarenal substance; Suprarenalin Solution is a permanent, uniform and nonirritating liquid preparation; Suprarenalin Triturates contain, each, sufficient suprarenalin to make 15 minims of 1:1,000 solution. Made by Armour & Co., Chicago. Better see to it that your stock includes these.

"Merrell," on orders to jobbers, will mean a 40 per cent. discount from "line" goods. While offering this liberal discount the Wm. S. Merrell Chemical Company, this city, Cincinnati and San Francisco, guarantees that the well-known quality of its goods will be fully maintained at all times. Merrell's goods will undoubtedly build up your prescription business and will encourage your physician to buy at home.

Anything in the line of tin boxes, screw caps, etc., plain lacquered or lithographed, can be obtained from Burdick & Son, Albany, N. Y. Special designs and sizes are made to order. All orders are promptly attended to and are turned out by new and up to date machinery. A trial will convince any one of the merit of these goods. In corresponding please mention the *AMERICAN DRUGGIST*.

Sal Hepatica is an effervescent saline laxative, uric acid solvent and eliminant. It is a combination of tonic, alterative and laxative salts, with the addition of lithium and sodium phosphates. It should be on every druggist's shelf, as it is a preparation that can be recommended with the utmost confi-

dence. Prices, \$2, \$4.80 and \$10.20 a dozen; all jobbers. The manufacturer is the Bristol-Meyers Company, 277-279 Greene avenue, Brooklyn, N. Y.

Eusoma, made by the Eusoma Pharmaceutical Company, Cincinnati, Ohio, is an excellent intestinal antiseptic, and can be very highly recommended. It is of especial value in fermentative dyspepsia. It is an ethical preparation, and while not claimed to be a cure-all, it is a perfect, nonpoisonous antiseptic, antipurulent and alterative for both external and internal use. It is splendid for local application in eczema and other skin diseases. Eusoma is being extensively advertised in the leading medical journals. Druggists should have it in stock to meet the demand from physicians. It can be obtained from jobbers or direct.

### The American Soda Fountain Abroad.

One of the most profitable articles retailed over the counter is soda and mineral water, as those who have undertaken this business not only in this but in foreign countries testify. And there are very large profits in manufacturing and bottling aerated water. The American Soda Fountain Company, 278-288 Congress street, Boston, is headquarters for all kinds of machinery and apparatus in this line. The company's products have been awarded numerous prizes at different expositions, including grand prizes and gold medals. Particular attention is called to the company's foreign department, which is equipped with catalogues in Spanish, French and English; these catalogues can be had for the asking, and it will pay any one who is interested in the soda or mineral water business to send for one. The American Soda Fountain Company will be pleased to answer any inquiries and give any particulars desired by parties in this country or elsewhere.

### Another Hint for Foreign Investors.

One of the most popular and at the same time lucrative industries is the manufacture of bottled soda water. Thousands of people are already engaged in this enterprise, and they are probably making more money than they could in almost any other business with a similar investment. There are still many opportunities to enter this business, particularly in Mexico, Central and South America and other warm countries where bottled soda water has not yet been thoroughly introduced. It requires only a comparatively small investment to start such a business. The Liquid Carbonic Company manufactures, in addition to carbonators, all other apparatus and supplies for making bottled soda water. Send to the company, this city, for catalogue (which is printed in Spanish as well as English), which contains very interesting pictures and gives prices and complete information on the company's goods.

### A Special Dating Offer.

If any retail druggist needs a supply of Laxative Bromo Quinine, or if his present stock will permit it, he should take advantage at once of the Paris Medicine Company's special dating offer, which will enable him to obtain the regular free goods, to be delivered immediately and invoice dated November 1, 1905, for cash discount. Remember that Laxative Bromo Quinine has been placed on the direct contract and serial numbering plan. Every druggist who has not signed and forwarded the contract should do so without delay.

### 5 Drops to Be Extensively Advertised.

The Swanson Rheumatic Company, Chicago, announces that it is to start an extensive advertising campaign at the beginning of this month, which will last to May 1, 1906, in which \$165,000 will be spent to advertise 5 Drops. This will bring people into the pharmacy to call for the Swanson Company's product, and readers should be governed accordingly. It is suggested that purchases be made in time, so as not to lose sales.



## PHILADELPHIA COLLEGE of PHARMACY

The Oldest College of Pharmacy in America.

The members of the Faculty are well known authors and teachers.

A new curriculum with extension of courses has been adopted.

Additional instructors and increased facilities in the laboratories have been provided.

An auxiliary course, including Latin, pharmaceutical arithmetic, algebra, additional botany and physics, has been added to the first year instruction, but without increase in the cost of tickets to the student.

The laws of the States of Pennsylvania and New York compel every applicant for the State license to manage a drug store, to be a graduate of a college of pharmacy, and the diploma of this College is recognized in Pennsylvania and New York under the prerequisite laws, and throughout the world as a certificate of proficiency. Beginning with October, 1906, an entrance examination by the State Board of Education will be required.

Next term begins October 2, 1906. For further information and an Announcement, address

J. S. BERTEN, Registrar, 145 N. Tenth St., Philadelphia, Pa.

## The Maryland College of Pharmacy

Department of Pharmacy of the University of Maryland

Sixty-second Annual Session will begin September 25, 1905.

Catalogue giving full information in regard to courses of instruction, expenses, etc., will be mailed upon application. Address

CHARLES CASPARI, Jr., Dean, University of Maryland, Baltimore, Md.

## School of Pharmacy of the Medico-Chirurgical College OF PHILADELPHIA

Next Term begins Sept. 25th, 1905. The course in every respect is thorough and practical. Extensive laboratory courses in Manufacturing and Dispensing Pharmacy, Analytical Chemistry, Assaying, Botany, Pharmacognosy, Bacteriology and Hygiene.

Two year course leads to the degree of Graduate in Pharmacy—Ph. G.

Three " " " " " " Doctor of Pharmacy—Phar. D.

Send for Catalogue Address

JOHN R. MINEHART, Ph.G., M. D., Registrar.

## The New U. S. Pharmacopoeia

Orders for the new U. S. Pharmacopoeia (1900) are now being taken by the American Druggist Publishing Company at the following prices:

|   |        |
|---|--------|
| Bound in cloth, - - - - -                         | \$2.50 |
| " " sheep, - - - - -                              | 3.00   |
| " " flexible leather, - - - - -                   | 3.50   |
| Interleaved, sheep, - - - - -                     | 4.50   |
| Printed on one side of the page, sheep, - - - - - | 4.00   |
| " " " " " " " unbound, - - - - -                  | 3.50   |

The Flexible leather binding is especially commended as being much more durable than either the cloth or sheep binding. Orders will be promptly filled but must be accompanied by remittance to cover the cost of the book ordered.

## AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 West Broadway, New York.

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# GREAT BRITAIN AND COLONIES SINGAPORE STRAITS SETTLEMENTS

Messrs. Shirley Bros., Ltd., of London and Manchester, are open to negotiate with a first class American house, who are manufacturers of articles suitable for chemists and the allied trades, with the idea of representing them in the United Kingdom and the Colonies. S./B., Ltd., are especially well placed for the introduction of goods of this character, having travellers continually on the road with their own articles.

Applications from first class firms only can be entertained.

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WHITECROSS WORKS, Reckingham St., LONDON, S.E.

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63 Apollo St., BOMBAY. 32 Holborn Viaduct, LONDON. Bowling Green Bldg., NEW YORK.

### Agency Wanted for Austria-Hungary

Young Hungarian firm with the best references as to reliability wishes to secure the sole agency for the manufacture of articles in the chemical-technical lines. Address, H. C. K., care

**F. BLOCKNER'S ADVERTISING AGENCY,** IV Sat 6  
Budapest, Hungary.

### AGENCY WANTED.

A qualified Dutch chemist, at Surinam, with great experience in all departments of wholesale drug trade and wide connection with Eastern trade, wants sole agency for American business.

C. A. V. S., care *American Druggist*.

### AGENCIES WANTED.

**ALFRED LAWRENCE & CO., Wholesale Chemists and Druggists, 527 Collins Street, Melbourne,** Are open to undertake Sole Agencies for Australia and New Zealand, for any firms desirous of selling goods to Chemists and Druggists. *Consignments accepted. Correspondence invited.*

Alfred Lawrence & Co. keep five Travelers out, and call upon the Chemists and Druggists in Australia and New Zealand regularly. They are thus in an excellent position to handle all Chemists' and Druggists' Sundry lines, etc.

*References*—BANK OF AUSTRALASIA, London and Melbourne; W. A. SPARROW & CO., 14 St. Mary Axe, London, E. C.; F. P. SHUMWAY 78 Washington Street, Boston, Mass., U. S. A.

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For new and good American articles suitable for those markets. Thoroughly organized establishment with travelling salesmen to introduce goods into GERMANY, AUSTRIA and HUNGARY, and with first-class connections in ITALY, SWITZERLAND and RUSSIA. For ten years has represented some leading AMERICAN firms.

First-class references in both Europe and the United States. Under certain conditions am willing to buy some goods outright on my own and firm account.

##### CORRESPONDENCE SOLICITED

LEOPOLD ENOCH, Hamburg, 7, Germany

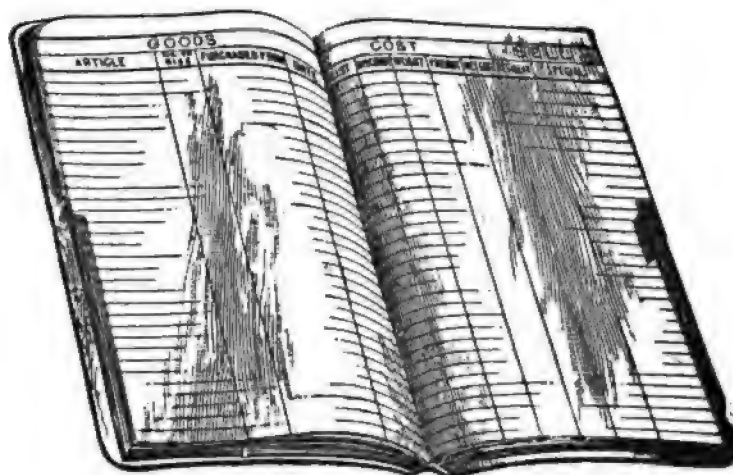
**POSITION WANTED.**—By a young, well educated Spanish gentleman, conversant with French and English, as traveling representative or commercial correspondent in the office of a firm having export trade. Can furnish every required reference as to earnestness, ability and integrity. Correspondence solicited through L. D. P., care Foreign Dept., AMERICAN DRUGGIST, 66 West Broadway, New York.

# ? DO YOU KNOW YOUR OWN STOCK? ?

*We Doubt It.*

VERY FEW DRUGGISTS DO  
UNLESS THEY USE THE

## American Druggist's Price Book A



*It only  
Costs a Dollar*

It helps you know where you are at, commercially.  
A very important thing in these troublous times.

The cut shows how the pages look.

There are 200 of them, 4 x 7 inches.

The book is printed on good quality writing paper, is bound in grain seal leather. We will send it by mail on receipt of \$1.00. THOUSANDS OF DRUGGISTS USE IT. ALL LIKE IT.

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American Druggist Publishing Co., 66 West Broadway, New York.



## ORIGINAL PACKAGE PRICES.

*It should be understood that the prices quoted in this column are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a considerable range of prices.*

## Drugs, Chemicals, &c.

|                             |              |       |         |
|-----------------------------|--------------|-------|---------|
| Acetanlid.                  | .....lb.     | .22   | @ .23   |
| Acetate of Lime             | .....        | ..    | ..      |
| Brown.                      | .....100 lb. | 1.60  | @ 1.65  |
| Gray.                       | .....100 lb. | 2.35  | @ 2.40  |
| Acetone.                    | .....lb.     | .16   | @ .17   |
| Acid:                       |              |       |         |
| Acetic Com'l.               | .....100 lb. | 2.60  | @ 2.75  |
| Acetic C. P.                | .....lb.     | .21   | @ .25   |
| Acetic Glac'ic              | .....lb.     | .28   | @ .32   |
| AquaFortis, 96°             | .....lb.     | .035  | @ .04   |
| " 40°                       | .....lb.     | .02   | @ .025  |
| Benzole, Ger.               | .....lb.     | .52   | @ .55   |
| " Eng.                      | .....oz.     | .10   | @ .10   |
| Boric, Cryst.               | .....lb.     | .10   | @ .10   |
| " powd.                     | .....lb.     | .10   | @ .10   |
| Carbo. Sulfur, blk.         | .....lb.     | .135  | @ .15   |
| " lb. bottle                | .....        | .23   | @ .25   |
| Chrysophanic.               | .....        | 2.50  | @ 2.65  |
| Citric, Dom.                | .....lb.     | .38   | @ .39   |
| " Sicilian                  | .....lb.     | .11   | @ .11   |
| Galle.                      | .....lb.     | .53   | @ .55   |
| Muriatic C. P.              | .....lb.     | .07   | @ .10   |
| Nitric C. P.                | .....lb.     | .07   | @ .10   |
| Oxalic, English             | .....lb.     | .05   | @ .06   |
| Phosphoric.                 | .....lb.     | .20   | @ .21   |
| Pieric                      | .....lb.     | .36   | @ .35   |
| Pyrogallc.                  | .....lb.     | 1.60  | @ 1.70  |
| Salicylic.                  | .....lb.     | .31   | @ .34   |
| Sulphuric, 98%              | .....lb.     | .014  | @ .02   |
| Tannic crystals.            | .....lb.     | .25   | @ .30   |
| " powdered.                 | .....lb.     | .30   | @ .35   |
| Tannic, cryst.              | .....lb.     | .60   | @ .65   |
| Alcohol 95-97%.             | gal.         | 2.47  | @ 2.49  |
| " wood, 95-97%.             | gal.         | 2.70  | @ 2.75  |
| Aluin.                      | .....lb.     | .42   | @ .45   |
| Aluin, Lump.                | .....100 lb. | 1.75  | @ 1.85  |
| Ammon.                      | .....100 lb. | 1.85  | @ 1.95  |
| " bromide, bulk.            | .....        | .275  | @ .30   |
| " iodide, bulk.             | .....        | 4.75  | @ 4.80  |
| Aniline Oil.                | .....        | .09   | @ .09   |
| " Salt.                     | .....        | .004  | @ .005  |
| Antipyrine (New)            | .....oa.     | .07   | @ .18   |
| Arnica, Root, Bermuda.      | lb.          | .37   | @ .40   |
| S. Virginic.                | lb.          | .06   | @ .08   |
| Aspic; Red Saxon.           | lb.          | .085  | @ .09   |
| " White                     | lb.          | .035  | @ .038  |
| Balm of Gilead Buds.        | lb.          | .035  | @ .38   |
| Balsam Copaiba, Cent.       |              |       |         |
| " Amer.                     | lb.          | .50   | @ .53   |
| " Para.                     | lb.          | .35   | @ .36   |
| Fir.                        | gal.         | 3.10  | @ 3.20  |
| Fir, Oregon.                | gal.         | 3.00  | @ 3.10  |
| Peru.                       | lb.          | 1.00  | @ 1.05  |
| Tolu.                       | lb.          | .20   | @ .22   |
| Bark, Angostura.            | lb.          | .25   | @ .30   |
| Buckthorn.                  | lb.          | .065  | @ .07   |
| Cascara Sag.                | lb.          | .065  | @ .07   |
| " lb. cases.                | lb.          | .10   | @ .14   |
| Cotton root.                | lb.          | .09   | @ .10   |
| Cramp.                      | lb.          | .09   | @ .10   |
| Elnu, select.               | lb.          | .22   | @ .25   |
| Pine, white.                | lb.          | .065  | @ .07   |
| Prickly Ash.                | lb.          | .14   | @ .18   |
| Sassafras.                  | lb.          | .12   | @ .13   |
| Sassafras, whole.           | lb.          | .03   | @ .05   |
| " Crushed                   | lb.          | .03   | @ .05   |
| Wild Cherry.                | lb.          | .085  | @ .10   |
| Bismuth, citrate.           | lb.          | 2.80  | @ 2.85  |
| " ammon cif.                | lb.          | 3.00  | @ 3.25  |
| " subnit.                   | lb.          | 2.45  | @ 2.50  |
| " subcarb.                  | lb.          | 2.70  | @ 2.75  |
| " subgallate.               | lb.          | 2.50  | @ 2.55  |
| Bleaching Powder, Eng.      | .....        | .014  | @ .015  |
| German R.                   | .....        | .01   | @ .01   |
| Domestic                    | .....        | .01   | @ .01   |
| Blue Vitriol.               | lb.          | .054  | @ .06   |
| Borax, Refined.             | lb.          | .075  | @ .075  |
| " powd. conc.               | lb.          | .075  | @ .08   |
| " crystals                  | lb.          | .075  | @ .075  |
| Bristle-tail, crude sd.     | ton.         | 22.00 | @ .00   |
| Bromine, bulk.              | .....        | 2.20  | @ .00   |
| Burgundy Pitch.             | lb.          | .22   | @ .25   |
| Cacao Butter, blk.          | .....        | .28   | @ .30   |
| " 12 lb. boxes.             | .....        | .40   | @ .36   |
| Caffeine                    | lb.          | 2.65  | @ 2.75  |
| Calcium hypophosphite       | lb.          | .60   | @ .64   |
| Cantharides, Chinese.       | lb.          | .47   | @ .49   |
| " Russian.                  | lb.          | .52   | @ .55   |
| Russian, whole.             | lb.          | 1.25  | @ 1.50  |
| Cassia Bul.                 | lb.          | .18   | @ .20   |
| Castor Oil, No. 1, bbl.     | .....        | 10.00 | @ .10   |
| " " No. 1, cases.           | lb.          | .105  | @ .115  |
| " " No. 3, bbl.             | .....        | .094  | @ .10   |
| Caustic Soda.               | lb.          | 1.0   | @ .11   |
| Chaik, Eng. Precip. bulk.   | lb.          | 1.70  | @ 1.75  |
| Chloral Hydrate, crystals.  | .....        | .06   | @ ..    |
| " bulk.                     | .....        | ..    | @ .05   |
| " crusts, blk.              | .....        | ..    | @ .03   |
| Chloroform, bulk.           | .....        | .25   | @ .30   |
| Chloridine Sulph.           | oz.          | 1.20  | @ 1.10  |
| Cocaine, Saxon.             | oz.          | 3.50  | @ 3.75  |
| Codine Sulph.               | oz.          | 3.50  | @ 3.75  |
| Cod Liver Oil, Norweg. bbl. | gal.         | 2.00  | @ 1.00  |
| Newfoundland.               | gal.         | .70   | @ .75   |
| Colocyath, Trieste.         | lb.          | .33   | @ .35   |
| " Spanish.                  | lb.          | .27   | @ .35   |
| Copraes, ear lots.          | 100 lb.      | .475  | @ .52   |
| " China.                    | lb.          | .60   | @ .65   |
| Croscote, Beechwood.        | lb.          | .85   | @ .90   |
| Cream Tartar lb.            | .....        | .085  | @ .10   |
| Cubeb berries, xx.          | lb.          | .08   | @ .10   |
| " Powdered.                 | lb.          | .11   | @ .13   |
| Cutch, hales.               | lb.          | .07   | @ .08   |
| " lb. cases.                | lb.          | .06   | @ .05   |
| Cuttle Bone, Trieste.       | lb.          | 14.60 | @ .15   |
| " French                    | lb.          | .13   | @ .15   |
| " Jewelers', large.         | lb.          | .40   | @ .45   |
| " small.                    | lb.          | .40   | @ .45   |
| Dextrin                     | lb.          | .084  | @ .05   |
| Dist Divil                  | ton.         | 30.00 | @ 35.00 |
| Dragon's Bird, lump.        | lb.          | .15   | @ .18   |
| " lb. cases.                | lb.          | .10   | @ .15   |
| Epsom Salt.                 | 100 lb.      | .55   | @ 1.00  |
| Ergot, German.              | lb.          | .42   | @ .45   |
| " Spanish                   | lb.          | .44   | @ .45   |
| Ewrotine, Dom.              | lb.          | 4.25  | @ 5.00  |
| Flowers, Arufica.           | lb.          | .004  | @ .10   |

**Flowers—cont'd.**

|                                   |             |       |        |
|-----------------------------------|-------------|-------|--------|
| Flowers—cont'd.                   |             |       |        |
| Calendula.....                    | lb.         | .38   | @ .33  |
| Chamomile, Roman.....             | lb.         | .21   | @ .25  |
| German.....                       | lb.         | .12   | @ .15  |
| Hungarian.....                    | lb.         | .10   | @ .12  |
| Insect, open.....                 | lb.         | .15   | @ .17  |
| Close.....                        | lb.         | .28   | @ .30  |
| Closed.....                       | lb.         | .26   | @ .28  |
| Powder.....                       | lb.         | .14   | @ .13  |
| Lavender.....                     | lb.         | .07   | @ .075 |
| Select.....                       | lb.         | .06   | @ .10  |
| Saffron, Amer.....                | lb.         | 1.10  | @      |
| Spanish Alicante.....             | lb.         | 4.75  | @ 6.00 |
| Valencia.....                     | lb.         | 6.25  | @ 8.00 |
| Formaldehyde.....                 | lb.         | .50   | @ .50  |
| Glauber Salt.....                 | per 100 lb. | .50   | @ .80  |
| Glycerin, C. P. drums.....        | lb.         | .12   | @ .125 |
| ..... cans.....                   | lb.         | .13   | @ .135 |
| Grains of Paradise.....           | lb.         | .11   | @ .15  |
| Guarana.....                      | lb.         | .55   | @ .60  |
| Gums: Aloes, Cape.....            | lb.         | .08   | @ .10  |
| ..... Benadose.....               | lb.         | .07   | @ .10  |
| ..... Gurasco.....                | lb.         | .08   | @ .10  |
| ..... Socot.....                  | lb.         | .18   | @ .25  |
| Arabic, 1st pkd.....              | lb.         | .25   | @ .35  |
| ..... 2d pkd.....                 | lb.         | .19   | @ .25  |
| ..... sorts.....                  | lb.         | .065  | @ .17  |
| Asafoetida.....                   | lb.         | .13   | @ .17  |
| Benzoil, Sumatra.....             | lb.         | .37   | @ .35  |
| Black.....                        | lb.         | .30   | @ 1.00 |
| Camphor, red'd. blk.....          | lb.         | .68   | @      |
| ..... cases.....                  | lb.         | .68   | @      |
| Chicle.....                       | lb.         | .36   | @ .38  |
| Gamboge.....                      | lb.         | .77   | @ .50  |
| Guaiac.....                       | lb.         | .19   | @ .35  |
| Kino.....                         | lb.         | .25   | @ .35  |
| Mastic.....                       | lb.         | .44   | @ .47  |
| Nutmeg.....                       | lb.         | .16   | @ .17  |
| Olibanum.....                     | lb.         | .06   | @ .07  |
| Sandara.....                      | lb.         | .17   | @ .18  |
| Senegal, pkd.....                 | lb.         | .11   | @ .13  |
| Tragacanth, Aleppo.....           | lb.         | .30   | @ .65  |
| Tragacanth, Turkey.....           | lb.         | .33   | @ .50  |
| Haarim Oil.....                   | lb.         | 1.90  | @ 1.85 |
| Hypophosphate.....                | lb.         | .48   | @ .50  |
| ..... potash.....                 | lb.         | .40   | @ .50  |
| ..... soda.....                   | lb.         | .40   | @ .50  |
| Ichthyol.....                     | lb.         | 4.00  | @ 4.25 |
| Indigo.....                       | lb.         | .90   | @ 1.25 |
| Insect Pwd. pure.....             | lb.         | .14   | @ .25  |
| Iodine, resub.....                | lb.         | 4.15  | @ 4.45 |
| Iodoform.....                     | lb.         | 4.10  | @ 4.40 |
| Iron..... U. S. P.....            | lb.         | 4.15  | @ 4.45 |
| ..... ammon. cit. lb.....         | .....       | ..... | @ .38  |
| ..... and ammon. citrate.....     | .....       | ..... | @      |
| ..... (green scales).....         | .....       | ..... | @      |
| ..... and quinine citrate.....    | lb.         | 1.51  | @ 1.36 |
| ..... phosphate scales.....       | lb.         | ..... | @ .38  |
| ..... pyrophosphate scales.....   | lb.         | ..... | @ .38  |
| ..... quinine and strychnine..... | lb.         | ..... | @      |
| ..... citrate.....                | lb.         | 1.80  | @ 1.85 |
| Icinglass, Amer.....              | lb.         | .75   | @ .80  |
| ..... Russian.....                | lb.         | 4.00  | @ 4.10 |
| Juniper Berries.....              | lb.         | .022  | @ .020 |
| Linoline.....                     | lb.         | .69   | @ .65  |
| Leaves: Aconite.....              | lb.         | .09   | @ .10  |
| ..... Belladonna.....             | lb.         | .09   | @ .10  |
| ..... Buchu, short.....           | lb.         | .19   | @ .15  |
| ..... Chinese, long.....          | lb.         | .20   | @ .15  |
| ..... Cannable Indica, tops.....  | lb.         | .93   | @ .85  |
| ..... Coca, Truxillo.....         | lb.         | .19   | @ .20  |
| ..... Huanuco.....                | lb.         | .32   | @ .35  |
| ..... Damiana.....                | lb.         | .08   | @ .10  |
| ..... Digitalis.....              | lb.         | .04   | @ .09  |
| ..... Grindelia robusta.....      | lb.         | .12   | @ .15  |
| ..... Hyoscyamus.....             | lb.         | .14   | @ .15  |
| ..... Hyosyanus.....              | lb.         | .07   | @ .08  |
| ..... Jaborandi.....              | lb.         | .12   | @ .15  |
| ..... Pulsatilla.....             | lb.         | .475  | @ .11  |
| ..... Rose, Red.....              | lb.         | .75   | @ .80  |
| ..... Senna, pkd. whole.....      | lb.         | .17   | @ .20  |
| ..... Alexandria, natural.....    | lb.         | .10   | @ .11  |
| ..... garbled and sifted.....     | lb.         | .13   | @ .14  |
| ..... Alexandria, fls.....        | lb.         | .75   | @ .16  |
| ..... Alexandria, siftings.....   | lb.         | .75   | @ .16  |
| ..... Stramonium.....             | lb.         | .075  | @ .08  |
| ..... Yerba Santa.....            | lb.         | .11   | @ .12  |
| Liquorice—mass.....               | lb.         | .08   | @ .10  |
| ..... Spanish.....                | lb.         | .14   | @ .20  |
| Imported—mass Spain.....          | lb.         | .18   | @ .20  |
| ..... Stick, Calabaria.....       | lb.         | .23   | @ .26  |
| ..... Domestic.....               | lb.         | .165  | @ .25  |
| ..... Lithia, carbonate.....      | lb.         | 1.50  | @ 1.75 |
| ..... citrate.....                | lb.         | 1.15  | @ 1.25 |
| ..... Lupulin, Ger.....           | lb.         | .18   | @ .25  |
| ..... Lycopodium.....             | lb.         | .76   | @ .78  |
| ..... Magnesia, carb.....         | lb.         | .12   | @ .15  |
| ..... Manganese, flk.....         | lb.         | .45   | @ .50  |
| ..... Small flake.....            | lb.         | .30   | @ .35  |
| ..... Menthol, Japanese.....      | lb.         | .21   | @ .25  |
| Mercuriale.....                   | lb.         | ..... | @      |
| ..... Blue Pill.....              | lb.         | .43   | @ .45  |
| ..... Calomel.....                | lb.         | .77   | @ .80  |
| ..... Corr. Sublim.....           | lb.         | .68   | @ .70  |
| ..... Mercury and Chalk.....      | lb.         | .33   | @ .34  |
| ..... Quinine.....                | lb.         | .33   | @ .34  |
| ..... Ointment.....               | lb.         | .38   | @ .39  |
| ..... Red Precip.....             | lb.         | .87   | @ .89  |
| ..... White.....                  | lb.         | .92   | @ .94  |
| Morphine, bulk.....               | oz.         | 2.10  | @ 2.15 |
| ..... Eighths.....                | oz.         | 2.45  | @ 2.50 |
| Moss, Iceland.....                | lb.         | .03   | @ .06  |
| ..... Irish.....                  | lb.         | .065  | @ .06  |
| ..... Marshmallows.....           | lb.         | .065  | @ .10  |
| Naphthaline, flake.....           | lb.         | .02   | @ .02  |
| ..... Ball.....                   | lb.         | ..... | @ .02  |
| Nux Vomica.....                   | lb.         | .025  | @ .03  |
| Nutgalls, Aleppo.....             | lb.         | .19   | @ .20  |
| Oil, Anise.....                   | lb.         | 1.125 | @ 1.15 |
| ..... Almonds, blt, Eng.....      | lb.         | 5.00  | @ 5.50 |
| ..... blt, artificial.....        | lb.         | 3.25  | @ 3.60 |
| ..... sweet, true.....            | lb.         | .35   | @ .39  |
| ..... Peach kernels.....          | lb.         | .19   | @ .22  |
| Bay.....                          | lb.         | 2.85  | @ 2.60 |
| 22 oz. bots.....                  | bot.        | 3.25  | @ 3.35 |
| Bergamot.....                     | lb.         | 1.20  | @ 2.25 |
| Cajuput.....                      | lb.         | .48   | @ .55  |
| Caraway.....                      | lb.         | .11   | @ .12  |
| ..... Caraway.....                | lb.         | 1.15  | @ 1.40 |
| ..... Casala 75% pure.....        | lb.         | .775  | @ .85  |
| ..... Cedar, pure.....            | lb.         | .65   | @ .70  |

## Oils—cont'd.

|                              |             |       |         |
|------------------------------|-------------|-------|---------|
| Oils—cont'd.                 |             |       |         |
| red.....                     | lb.         | .20   | @ .25   |
| Citronella.....              | lb.         | .36   | @ .40   |
| Clove, bud.....              | lb.         | .80   | @ .85   |
| Copaiba.....                 | lb.         | .65   | @ .80   |
| Coriander.....               | lb.         | 5.00  | @ 11.00 |
| Croton.....                  | lb.         | .75   | @ .90   |
| Cubeb.....                   | lb.         | .65   | @ .80   |
| Eucalyptus.....              | lb.         | .45   | @ .50   |
| Geranium.....                | lb.         | 1.60  | @ 1.75  |
| Lavender, flowers.....       | lb.         | 2.00  | @ 2.25  |
| Lemon.....                   | lb.         | .57   | @ .65   |
| Lemongrass.....              | lb.         | ....  | @ 3.50  |
| Mustard.....                 | lb.         | 4.75  | @ 5.25  |
| Myrtane.....                 | lb.         | ....  | @ .075  |
| Nutmeg.....                  | lb.         | 26.00 | @ 30.00 |
| Nutmeg.....                  | lb.         | 30.00 | @ 35.00 |
| Orange, sweet.....           | lb.         | 1.80  | @ 1.95  |
| Orange, bitter.....          | lb.         | 2.00  | @ 2.50  |
| Origanum.....                | lb.         | .18   | @ .22   |
| Pennyroyal.....              | lb.         | 1.25  | @ 1.50  |
| Peppermint.....              | lb.         | 2.20  | @ 2.65  |
| Petit, grain, French.....    | lb.         | 4.00  | @ 4.50  |
| So. Amer.....                | lb.         | 1.40  | @ 1.50  |
| Pimento.....                 | lb.         | 1.80  | @ 2.00  |
| Rose.....                    | oz.         | 3.50  | @ 4.50  |
| Rosemary.....                | lb.         | .62   | @ .80   |
| Sandalwood.....              | lb.         | .55   | @ 1.50  |
| Sassafras.....               | lb.         | .50   | @ .55   |
| Artificial.....              | lb.         | .24   | @ .25   |
| Safrol.....                  | lb.         | .45   | @ .50   |
| Sagebrush.....               | lb.         | 4.50  | @ 5.00  |
| Tansy.....                   | lb.         | 3.75  | @ 4.00  |
| Thyme.....                   | lb.         | 1.00  | @ 1.20  |
| Winterg., sweet birch.....   | lb.         | 1.65  | @ 1.85  |
| Synthetic.....               | lb.         | .87   | @ .90   |
| Wood (Chinese).....          | lb.         | .08   | @ .09   |
| Wormwood.....                | lb.         | .32   | @ 3.50  |
| Wormwood.....                | lb.         | .30   | @ 3.25  |
| Optum, Nat. cases.....       | lb.         | 5.50  | @ 5.55  |
| Ordinary, Job.....           | lb.         | 3.35  | @ 3.55  |
| "bling.....                  | lb.         | 7.05  | @ 7.75  |
| "powdered.....               | lb.         | .05   | @ .04   |
| Orange peel, bit.....        | lb.         | .04   | @ .10   |
| Sweet.....                   | lb.         | .04   | @ .10   |
| Petalatum.....               | oz.         | .05   | @ .08   |
| Aromatic.....                | oz.         | .05   | @ .08   |
| Potassium acetate.....       | lb.         | .17   | @ .18   |
| "bromide.....                | lb.         | .15   | @ .16   |
| bottles.....                 | lb.         | .25   | @ .25   |
| bichromate.....              | lb.         | .08   | @ .09   |
| chlorate, cryst.....         | lb.         | .08   | @ .09   |
| powd.....                    | lb.         | .20   | @ .20   |
| cyanide.....                 | lb.         | .60   | @ .64   |
| iodide bulk.....             | lb.         | 3.15  | @ 3.30  |
| permanganate.....            | lb.         | .04   | @ .10   |
| Prickly Ash berries.....     | lb.         | .14   | @ .18   |
| Quicksilver.....             | flasks, lb. | .55   | @ .58   |
| Quinine Sulf., Domestic..... | oz.         | .20   | @ .25   |
| Domestic, oza.....           | oz.         | .20   | @ .25   |
| German, bulk.....            | oz.         | .20   | @ .25   |
| German, outside.....         | oz.         | .19   | @ .20   |
| Java, bulk.....              | oz.         | .19   | @ .19   |
| Rochelle Salts.....          | lb.         | .20   | @ .21   |
| Root, Aconite.....           | lb.         | .08   | @ .09   |
| Alkanet.....                 | lb.         | .08   | @ .09   |
| Aithia, cut.....             | lb.         | .12   | @ .15   |
| Belladonna.....              | lb.         | .08   | @ .09   |
| Belladonna, Atropine.....    | lb.         | .10   | @ .12   |
| Blood.....                   | lb.         | .10   | @ .12   |
| Calamus.....                 | lb.         | .07   | @ .08   |
| Calamus, bleached.....       | lb.         | .28   | @ .35   |
| Colchicum.....               | lb.         | .12   | @ .18   |
| Columba.....                 | lb.         | .04   | @ .08   |
| Danilston, Ger.....          | lb.         | .07   | @ .08   |
| Gentian.....                 | lb.         | .05   | @ .05   |
| Gentian.....                 | lb.         | .04   | @ .04   |
| Ginger, Ja., bled.....       | lb.         | .10   | @ .12   |
| unbleached.....              | lb.         | .08   | @ .09   |
| Ginseng.....                 | lb.         | 6.25  | @ 7.75  |
| Hellebor, pwl.....           | lb.         | 1.45  | @ 1.50  |
| Golden Seal.....             | lb.         | .08   | @ .07   |
| Rhubarb.....                 | lb.         | .45   | @ .45   |
| Ipecac, Rio.....             | lb.         | 1.70  | @ 1.75  |
| Chathena.....                | lb.         | 1.70  | @ 1.75  |
| Jalap.....                   | lb.         | .08   | @ .11   |
| Kava Kava.....               | lb.         | .10   | @ .12   |
| Liquorice, ord.....          | lb.         | .08   | @ .11   |
| Select.....                  | lb.         | .05   | @ .04   |
| Lovage.....                  | lb.         | .07   | @ .08   |
| Musk, Russian.....           | lb.         | .12   | @ .15   |
| Musk, Russian.....           | lb.         | .12   | @ .15   |
| Orria, Florentine.....       | lb.         | .07   | @ .08   |
| Orria, Verona.....           | lb.         | .04   | @ .06   |
| Parlera Brava.....           | lb.         | .10   | @ .11   |
| Pink.....                    | lb.         | .25   | @ .30   |
| Rhatany.....                 | lb.         | .12   | @ .15   |
| Rhubarb, Canton.....         | lb.         | .85   | @ .40   |
| Shenai.....                  | lb.         | .65   | @ .70   |
| Sars-p'la, Hond.....         | lb.         | .25   | @ .30   |
| Mexican.....                 | lb.         | .11   | @ .11   |
| Senega.....                  | lb.         | .67   | @ .65   |
| Serpentaria.....             | lb.         | .32   | @ .35   |
| Snake, Canada.....           | lb.         | 1.54  | @ .20   |
| Stripped.....                | lb.         | .30   | @ .45   |
| Valerian.....                | lb.         | .04   | @ .04   |
| Valerian, Belg.....          | lb.         | .06   | @ .06   |
| German.....                  | lb.         | .12   | @ .14   |
| Engilish.....                | lb.         | .12   | @ .15   |
| Salicine.....                | lb.         | .75   | @ 4.00  |
| Sal Ammon, lump.....         | lb.         | .09   | @ .09   |
| Granulated.....              | lb.         | .06   | @ .06   |
| Sal Sodiat, Ang.....         | 100         | .65   | @ .65   |
| American.....                | 100         | .75   | @ .80   |
| Salol.....                   | lb.         | .90   | @ .95   |
| Saltptre, crude.....         | lb.         | .04   | @ .04   |
| Refined.....                 | lb.         | .04   | @ .04   |
| Santonin, crystals.....      | lb.         | 8.95  | @ 9.00  |
| Powdered.....                | lb.         | 9.15  | @ 9.20  |
| See Palmetto Berries.....    | lb.         | 1.15  | @ .25   |
| German.....                  | lb.         | .08   | @ .08   |
| Star.....                    | lb.         | .19   | @ .20   |
| Canary, Smyrna.....          | lb.         | .05   | @ .05   |
| Sicily.....                  | lb.         | .05   | @ .05   |
| Caraway.....                 | lb.         | .06   | @ .06   |
| Celery.....                  | lb.         | .08   | @ .10   |
| Cardam'm bled.....           | lb.         | .30   | @ .31   |
| Decorticated.....            | lb.         | .30   | @ .31   |
| Colchicum.....               | lb.         | .28   | @ .28   |
| Coriander.....               | lb.         | .75   | @ .77   |

### Seeds—cont'd.

|                                    |       |               |
|------------------------------------|-------|---------------|
| Seeds—cont'd.                      |       |               |
| Bleached.                          | lb.   | 10 @ .104     |
| Cummin.                            | lb.   | .05 @ .07     |
| Fennel, Ger.                       | lb.   | .08 @ .10     |
| Italian.                           | lb.   | .03 @ .134    |
| Flax, white.                       | lb.   | 6.50 @ 6.25   |
| " ground.                          | lb.   | .084 @ .094   |
| Poenngreek.                        | lb.   | .028 @ .03    |
| Hemp, Rus.                         | lb.   | .08 @ .084    |
| Millet, nat.                       | lb.   | .02 @ .084    |
| " shld.                            | lb.   | .044 @ .044   |
| Mustard, Cal. brown.               | lb.   | .044 @ .044   |
| Tricaste, brown.                   | lb.   | .044 @ .044   |
| German, brown.                     | lb.   | .024 @ .03    |
| Western, brown.                    | lb.   | .014 @ .08    |
| Cal. yellow.                       | lb.   | .04 @ .044    |
| Eng. yellow.                       | lb.   | .05 @ .054    |
| Ger. yellow.                       | lb.   | .02 @ .084    |
| Poppy, blue.                       | lb.   | .05 @ .054    |
| Quince, Ger.                       | lb.   | .03 @ .034    |
| Rape, Ger.                         | lb.   | .04 @ .08     |
| " Eng.                             | lb.   | .04 @ .05     |
| " Amer.                            | lb.   | .004 @ .03    |
| Strophanthus.                      | lb.   | .43 @ .43     |
| Kombe.                             | lb.   | .80 @ 1.25    |
| Sunflower.                         | lb.   | .04 @ .044    |
| Wormseed, American.                | lb.   | .17 @ .174    |
| Seidlitz, Mixture.                 | lb.   | .17 @ .174    |
| Silver, Nitrate.                   | oz.   | 334 @ .42     |
| Soap, Castile, Mara, mottled, pur. | lb.   | .05 @ .054    |
| Soap, Castile, white.              | lb.   | .10 @ .104    |
| " green.                           | lb.   | .05 @ .054    |
| Milled.                            | lb.   | .05 @ .054    |
| Sodium bicarb, Eng.                | lb.   | 1.374 @ 1.73  |
| " domestic, 100 lb.                | lb.   | 1.50 @ 1.80   |
| " benzoate.                        | lb.   | .40 @ .41     |
| " brom. blyk.                      | lb.   | .30 @ .31     |
| " caro. crit. 100 lb.              | lb.   | 1.40 @ 1.75   |
| " citrate.                         | lb.   | .60 @ .64     |
| " hypophosphite.                   | lb.   | 1.50 @ 1.55   |
| " nitrate, 100 lb.                 | lb.   | 2.024 @ 2.454 |
| " phosphate.                       | lb.   | .084 @ .08    |
| " salicylate.                      | lb.   | .35 @ .44     |
| Spermaceti.                        | lb.   | .35 @ .27     |
| Spts. Nitre, U. S. P.              | lb.   | .44 @ .45     |
| Spts. Ammonia Aromat.              | lb.   | .44 @ .45     |
| Squilla, white.                    | lb.   | .08 @ .084    |
| Strontian, ether.                  | lb.   | .08 @ .084    |
| Strychnine, Sulph.                 | oz.   | .35 @ 1.05    |
| Sugar of Milk.                     | lb.   | .15 @ .30     |
| Sugar, Lead, white.                | lb.   | .054 @ .10    |
| " brown.                           | lb.   | .074 @ .08    |
| Sulphur, Roll.                     | lb.   | 1.95 @ 2.15   |
| " Flowers.                         | lb.   | .12 @ 2.254   |
| Sulphuric, ether.                  | lb.   | .35 @ .37     |
| Sumac, Sicily.                     | ton   | 43.00 @ 47.00 |
| " Virginia.                        | ton   | 33.00 @ 35.00 |
| Tar, Barbadoes.                    | gal.  | .00 @ .35     |
| Thymol.                            | lb.   | 1.05 @ 1.75   |
| Tonka B'na, Para.                  | lb.   | 1.734 @ .20   |
| " Angostura.                       | lb.   | .55 @ .60     |
| " Sorinam.                         | lb.   | .044 @ .05    |
| Turner.                            | lb.   | .044 @ .05    |
| Turpentine.                        | gal.  | .634 @ .644   |
| Vanilla Beans.                     | lb.   | 2.75 @ 6.50   |
| " Cut. Mex.                        | lb.   | 1.75 @ 2.00   |
| " Tahiti.                          | lb.   | .45 @ 1.25    |
| " Bourbon.                         | lb.   | 1.25 @ 3.50   |
| Vanillin.                          | oz.   | .45 @ .17     |
| Venice Turp, bbis.                 | lb.   | .19 @ .20     |
| Wax.                               | lb.   | .19 @ .20     |
| " Bayberry.                        | lb.   | .40 @ .45     |
| " Beea, ord. pur.                  | lb.   | .234 @ .33    |
| " sel.                             | lb.   | .334 @ .44    |
| " blch.                            | lb.   | .40 @ .45     |
| " Brazil, No. 1.                   | lb.   | .47 @ .474    |
| " No. 2.                           | lb.   | .47 @ .474    |
| " Ceresin, yel.                    | lb.   | .29 @ .294    |
| " white.                           | lb.   | .14 @ .15     |
| " Japan.                           | lb.   | .13 @ .20     |
| " Paraffin.                        | lb.   | .06 @ .084    |
| Zinc Oxide.                        | lb.   | .064 @ .074   |
| <b>Heavy Oils, &amp;c.</b>         |       |               |
| Bank, Menhaden.                    | gal.  | .00 @ .31     |
| Cooking, Ceylon.                   | lb.   | .664 @ .004   |
| Cochin.                            | lb.   | .674 @ .34    |
| Cuban.                             | lb.   | .064 @ .35    |
| Cod, Domestic.                     | gal.  | .38 @ .39     |
| " Newfoundland.                    | gal.  | .40 @ .42     |
| Corn.                              | lb.   | 2.80 @ .35    |
| Cottonseed, ord. new crop.         | lb.   | .354 @ .364   |
| Summer Yellow, prime.              | lb.   | .23 @ .24     |
| New River, silver-leaf.            | lb.   | .00 @ .004    |
| Old, ord. grade.                   | lb.   | .00 @ .004    |
| White, Winter.                     | lb.   | .00 @ .40     |
| Winter Yellow, prime.              | lb.   | .00 @ .40     |
| Salad Oil.                         | lb.   | .40 @ .41     |
| Gasoline, 88°.                     | gal.  | .14 @ .15     |
| " 90°.                             | gal.  | .16 @ .17     |
| " 92°.                             | gal.  | .18 @ .19     |
| Lard, Prime.                       | gal.  | .57 @ .58     |
| Lard, Extra No. 1.                 | gal.  | .00 @ .46     |
| Lard, No. 1.                       | gal.  | .00 @ .39     |
| Linsced, Raw City.                 | gal.  | .54 @ .55     |
| " Boiled.                          | gal.  | .56 @ .57     |
| Naphtha, 68°.                      | gal.  | .134 @ .14    |
| " Decolorized, 76°.                | gal.  | .54 @ .55     |
| Neatfoot, prm.                     | gal.  | .97 @ .98     |
| " White.                           | gal.  | .97 @ .98     |
| Olive Oil, tap.                    | flns. | 1.50 @ 2.75   |
| " Com. bbis.                       | gal.  | .534 @ .58    |
| Palm, prm., L'geos.                | lb.   | .61 @ .084    |
| Peanut.                            | lb.   | .40 @ .32     |
| Rapeseed.                          | gal.  | .67 @ .71     |
| Red Elm, silver-leaf.              | gal.  | .00 @ .004    |
| " Saponified.                      | oz.   | .064 @ .084   |
| Salad Oil.                         | gal.  | .46 @ .48     |
| Sesame.                            | gal.  | .55 @ .60     |
| Sperm, Crude.                      | gal.  | .63 @ .65     |
| " Nat. Win.                        | gal.  | .62 @ .65     |
| " Bich. Win.                       | gal.  | .61 @ .65     |
| Strails.                           | gal.  | .62 @ .65     |
| Tallow, refined.                   | gal.  | .62 @ .65     |
| Whale Crude.                       | gal.  | .46 @ .47     |
| " Crude, Nat. Win.                 | gal.  | .46 @ .47     |
| " Bleached Win.                    | gal.  | .46 @ .47     |
| Extra blch.                        | gal.  | .46 @ .47     |

## Prices Current.

The outside prices quoted are for such quantities as retailers usually purchase. When purchasing original packages the inside quotations should be expected, while a slight advance over the outside quotations given may be demanded for very small lots. Current commercial quality is understood unless otherwise indicated. For extra quality or for specified makes a slightly higher price will have to be paid.

**Corrected to September 9**

|  |      |       |
|--|------|-------|
| Acetanilid, 5 lbs., .28.....               | lb.  | 30-32 |
| Acetone, lb., .22; Medicinal.....          | lb.  | .85   |
| Acid, Acetic, U. S. P., carboys, 6.....    | lbs. | 8-8   |
| No. 2, English, lb., .7; Glacial.....      | lb.  | 28-30 |
| Arsenous fused, lb., .18.....              | lb.  | .8    |
| Benzoic, English, 50-oz. boxes, 10.....    | oz.  | 13-16 |
| Benzoic, from Toluol, lbs., .53.....       | oz.  | 11-13 |
| Boric, crystals, 25 lbs., .14.....         | lb.  | .15   |
| Boric, Po., 25 lbs., .14.....              | lb.  | .16   |
| Cacodylic, ½ lbs.....                      | oz.  | 4.00  |
| Camphoric.....                             | oz.  | .50   |
| Carbolic, crystals, 10 lbs., .22.....      | lb.  | 23-27 |
| Calvert's No. 1, lb., 1.95; No. 2, lb..... | lb.  | 1.40  |
| Solution, 10 gal., .45.....                | gal. | .50   |
| Chromic, lb., .55.....                     | oz.  | .11   |
| Chrysophanic, 1-oz. cartons.....           | oz.  | 21-28 |
| Cinnamic, crystals, 10 lbs., .59.....      | lb.  | 35-40 |
| Citric, lb., .67.....                      | lb.  | .40   |
| Gallic, lb., .67.....                      | lb.  | .9    |
| Hydrochloric, carboys, 2½.....             | lb.  | 4-5   |
| O. P.....                                  | lb.  | 11-13 |
| Hydrocyanic, dil., lbs., .30.....          | oz.  | 10    |
| Hydrobromic, dil.....                      | lb.  | .28   |
| Hypophosphorus, 50 per cent. sol.....      | lb.  | 1.05  |
| Lactic, concentr., lbs., .70.....          | oz.  | .12   |
| Nitric, carboys, 5½ lbs., .3; O. P.....    | lb.  | .14   |
| Oleic, purified, U. S. P.....              | lbs. | .40   |
| Oxalic, 10 lbs., .9.....                   | lb.  | 10-12 |
| Phosphoric, glacial.....                   | lbs. | .55   |
| U. S. P., 85 per cent. syrup.....          | lb.  | 33-35 |
| Picric.....                                | lb.  | .55   |
| Pyrogallic, lb., 2.25.....                 | oz.  | .25   |
| Pyrolligneous pure.....                    | lb.  | .80   |
| Salicylic, white, 10 lbs., .40.....        | lb.  | 42-44 |
| Stearic, hard.....                         | lb.  | .18   |
| Succinic.....                              | oz.  | .27   |
| Sulphuric, carboys, 2.....                 | lb.  | .4    |
| O. P., carboys, 10.....                    | lb.  | 12    |
| Sulphurous.....                            | lb.  | .10   |
| Tannic lbs., .75.....                      | oz.  | 11-14 |
| Tartaric, powdered, 10 lbs., .34.....      | lbs. | 35-38 |
| Valerianic.....                            | oz.  | .20   |
| Acetonine, Amorphous, ½ oss.....           | ea.  | 1.40  |
| Aeg. Lemnae, B. J. D.....                  | lb.  | .28   |
| Adaphnifin, solution.....                  | oz.  | .60   |
| Adonidin, 15-gr. vials.....                | gr.  | .15   |
| Agaricin, 15-gr. vials, each, 10.....      | oz.  | .60   |
| Agaric, white.....                         | lb.  | .40   |
| Agathin.....                               | oz.  | 2.35  |

|  |                  |           |
|--|------------------|-----------|
| Agurin                                       | ozs.             | 1.70      |
| Alrol, ozs.                                  | lb.              | 1.00      |
| Albumen, Eggs                                | ozs.             | 1.00      |
| Alcohol, 10 gals., 2.00                      | gal.             | 2.70-2.75 |
| Alcohol, Columbian Spirit, 10 gals., 1.35    | gal.             | 1.75      |
| Cologne Spirit, 10 gals., 2.75               | gal.             | 2.85      |
| Wood, 10 gals., .80                          | gal.             | .86-90    |
| Alizarin                                     | ozs.             | .15       |
| Allapice, 10 lbs., .11                       | lb.              | .12       |
| powdered, 5 lbs., .18                        | lb.              | .30       |
| Almonds, bitter, shelled                     | lb.              | .40       |
| Sweet, shelled                               | lb.              | .35       |
| Almond Meal, true, 10 lbs., .45              | lb.              | .50       |
| Alolin, lb., .55                             | lb.              | .6-8      |
| Alpha-Eucaine                                | ozs.             | 2.50      |
| Alphonsoe                                    | ozs.             | 4.50      |
| Alum, cryst. bbls., .21                      | lb.              | 3-4       |
| postum bbls., .89                            | lb.              | 6-8       |
| burnt, 10 lbs., .10                          | lb.              | .12-14    |
| Aluminium, Acetate                           | ozs.             | .15       |
| Sulphate, lb., .10; Wire                     | lb.              | 2.25      |
| Aluminol                                     | ozs.             | .50       |
| Amber, rasped                                | lb.              | .35       |
| Ambergris, gray, oz., \$30.00                | dram.            | 4.00      |
| Ammonia (See Water and Spirit.)              |                  |           |
| Ammonium, Bromide, 5-lb. bot., .35           | lb.              | .40       |
| Carbonate, 25 lbs., .10                      | lb.              | .12-14    |
| Iodide, lbs., 6.15                           | ozs.             | .47       |
| Muriate, gran. com.                          | lb.              | .10       |
| purified, lb., 17; powdered                  | lb.              | .18       |
| Salammoniac, muriate, cryst.                 | lb.              | .12-14    |
| Nitrate, crystals, 10 lbs., .22              | lb.              | .25       |
| Valerianate, lb., 1.50                       | ozs.             | .15-22    |
| Ammonol                                      | ozs.             | 1.05      |
| Amygdalin, i-oz. vials                       | ozs.             | 2.40      |
| Amyl, Nitrite                                | ozs.             | .35       |
| Amylene, Hydrate                             | ozs.             | .49       |
| Anaesthesia                                  | ozs.             | 1.00      |
| Aniline, Red, crystals                       | lb.              | 1.25      |
| Black  | lb.              | .75       |
| Crystals for ink                             | lb.              | 1.50      |
| Blue, Deep, No. 1                            | lb.              | 2.00      |
| Sol., reddish, No. 1                         | lb.              | 2.50      |
| Brown  | lb.              | 1.50      |
| Bismark                                      | lb.              | 1.25      |
| Green  | lb.              | 1.00      |
| Green, crystals                              | lb.              | 1.50      |
| Orange                                       | lb.              | 1.00      |
| Purple, B. B.                                | lb.              | 1.75      |
| Scarlet                                      | lb. 1.50. Yellow | lb. 1.25  |
| Anatto                                       | lb.              | .45-50    |
| Anodyne, Hoffman's                           | lb.              | .60       |
| U. S. P.                                     | lb.              | .88       |
| Anthrax Vaccine, "Pasteur," double tubes     | doz.             | 18.00     |
| Antiarrhrin                                  | ozs.             | 1.05      |
| Antikamnia, powdered or tablets              | ozs.             | 1.00      |
| 10-oz. lot                                   | ozs.             | 1.00      |
| 10-oz. lot                                   | ozs.             | 9.25      |
| Tablets, "vest-pocket boxes"                 | doz.             | 1.75      |
| In 1 gross lot, 5 per cent. discount         |                  |           |
| Antimony Sulphuret, powd. pure, 10 lbs., .16 | lb.              | .17-20    |
| Antisinge                                    | ozs.             | 2.10      |

|  |       |
|--|-------|
| Antiphrasin, Klebs', 15-Cc. vials, ea.                             | 3.75  |
| Antipyrctic Liquid, Tilden's.....doz.                              | 2.10  |
| Antipyrene, Dr. Knorr's.....doz.                                   | .81   |
| Neu. Grad.....doz.   | .30   |
| Antistreptococcic Serum (Veterinary), "Pasteur," 10-Cc. vial, doz. | 9.00  |
| Antitetanic Serum (Veterinary), "Pasteur," 10-Cc. vial.....doz.    | 9.00  |
| Antithyroidin, 10-Cc. vials.....ea.                                | 1.50  |
| Antitoxin, Diphtheria:   |       |
| No. 0, per 500 units.....doz.                                      | 1.10  |
| No. 1, per 1,000 units.....doz.                                    | 2.00  |
| No. 2, per 2,000 units.....doz.                                    | 3.50  |
| No. 3, per 3,000 units.....doz.                                    | 5.00  |
| No. 4, per 4,000 units.....doz.                                    | 6.50  |
| Trade Discount, 25 per cent.                                       |       |
| Antomox Rittort, Pills, 30 ea.....doz.                             | 9.50  |
| Apiol, Fluid Green.....oz.   | .28   |
| Capsules, Joret's.....doz.   | 0.35  |
| Apomysin.....oz.   | .05   |
| Apomorphine, Hydrochlor, Cryst.....oz.                             | 7.50  |
| " " Amorphous.....oz.  | 2.80  |
| Areca, Nuts, powd.....lb.  | 32.33 |
| Argentamine.....oz.  | .75   |
| Argols, Red, powdered.....lb.                                      | .12   |
| Argonin.....oz.  | .05   |
| Aristol, 25 oas., 1.65.....oz.                                     | 1.80  |
| Aristochin, 1.....oz.  | 2.20  |
| " 1/2 oz.....oz.   | 2.25  |
| Arrowroot, Bermuda, true.....None in market                        |       |
| St. Vincent, 50 lbs., 14.....lb.                                   | .15   |
| Taylor's 1-lb. 24 lbs., 23.....lb.                                 | .33   |
| Arsenauro, 1-oz. bots.....doz.                                     | 8.50  |
| Arsenic, Donovan's Sol.....lb.                                     | .30   |
| Fowler's Sol.....lb.   | .10   |
| White.....lb.  | .12   |
| Aspirin, 50 oas., 35.....oz.                                       | .43   |
| Atropin, Sulph., 1-oz.....oz.                                      | 5.05  |
| Balsam, Copaiba, Para, 5 lbs., 45. lb.....lb.                      | 47.50 |
| Flr, Canada.....lb.  | 25.30 |
| Oregon.....lb.   | 1.25  |
| Peru.....lb.   | .35   |
| Tolu, 10-lb. can, 33.....lb.                                       | .60   |
| Barbadoes Tar.....gal.   | .60   |
| Barytes acetate.....oz.  | .15   |
| Carbonate.....lb.  | .17   |
| Chloride.....lb.   | .15   |
| Nitrate.....lb.  | .10   |
| Oxide, pure.....oz.  | .15   |
| Bark, Angostura.....lb.  | .55   |
| Barberry.....lb.   | .25   |
| Berberis Aquifol.....lb.   | .20   |
| Buckthorn.....lb.  | .18   |
| Canella.....lb.  | .20   |
| Cascara Sagrada.....lb.  | 25.30 |
| Cascarilla, select.....oz.   | .25   |
| Cassia, in mats.....lb.  | .14   |
| Salgon.....lb.   | .05   |
| Cinchona Red, B I.....oz.  | .85   |
| powdered, 10 lbs., 33.....lb.                                      | 32.35 |
| Cinchona Calisays.....lb.  | .20   |
| powdered.....lb.   | .40   |
| pale, lb., 20; powdered.....lb.                                    | .25   |
| Cinnamon, Ceylon.....lb.   | .25   |

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| Elm, selected.....lb. .30-35                        | Brimstone Roll, bbls., .24.....lb. .4-5               | Collodion.....lb. .17                                 |
| ground, 10 lbs., .18.....lb. .22                    | Bromine.....oz. .12                                   | Cantharidal.....lb. 2.00                              |
| powdered, 10 lbs., .22.....lb. .25                  | Bromoform.....oz. .19                                 | Flexible.....lb. .77                                  |
| Hemlock, crushed.....lb. .15                        | Buds, Balm of Gilead.....lb. .45                      | Colocynth Apple.....lb. .50                           |
| Meserion.....lb. .35                                | Cassia.....lb. .28                                    | powdered.....lb. .60                                  |
| Oak, white, crushed.....lb. .15                     | Butter, Cacao, 12 lbs., .38.....lb. .40-42            | Composition Powder, 2 ozs.....lb. .40                 |
| Orange Peel, bitter.....lb. .16                     | Butylchloral.....oz. .17                              | Confection, Senna.....lb. 7-8                         |
| Prickly Ash.....lb. .25                             | Cadmium, Bromide.....oz. .36                          | Copper, Sulph. bbl., .54.....oz. .60                  |
| Quebracho.....lb. .16                               | Iodide.....oz. .29-31                                 | lodiide.....oz. .3-3                                  |
| Sassafras, 10 lbs., .14.....lb. .22-25              | Caffeine, lb., 3.40.....oz. .21-23                    | Copperas, bbl., 1.....lb. .80                         |
| Sassafras, Extra.....lb. .40-45                     | Bromide.....oz. .21-23                                | Corrosive Sublimate, 10 lbs., .30.....lb. .90         |
| Soap (Quillaia), cut, 5 lbs., .11.....lb. .12       | Citrate, U. S. P., lb., 2.20.....oz. .35              | powdered, 10 lbs., .90.....lb. .90                    |
| powdered.....lb. .15                                | Valerianate.....lb. .10-12                            | Commarrin, Cryst., Fries Bros., lb., 7.00.....oz. .70 |
| Wild Cherry, 5 lbs., .12.....lb. .14                | Calamine.....lb. .8-10                                | Cowhage.....lb. .40                                   |
| ground, 5 lbs., .14.....lb. .16                     | Calcium, Carb., precip.....lb. .25-50                 | Cream Tartar, 99 p. c., powdered, 50                  |
| Witch Hazel.....lb. .20                             | Glycerophosphate.....oz. .30                          | lbs., .26; 10 lbs., .27.....lb. .25-30                |
| Barley, Pearl.....lb. 5-6                           | tablets, boxes, 50 5-gr.....ea. .10-14                | Creolin, lbs.....oz. 8.00                             |
| Bay Rum, Porto Rico.....gal. 1.90-2.35              | Hypophosphite, lb., .85.....oz. .43                   | 1 lbs.....oz. 4.00                                    |
| St. Thomas.....gal. 2.50-3.00                       | Iodide.....oz. .12-15                                 | Creosote, Birchwood Tar.....lb. 1.00-2.50             |
| Bean, Calabar.....lb. .26                           | Lactophosphate.....lb. .15                            | Carbonate, lbs., 9.00.....oz. 1.00                    |
| St. Ignatius.....lb. .60                            | Phosphate, precip.....lb. .28                         | Phosphite, lb., 10.00.....oz. 1.50                    |
| Tonka, Angostura.....lb. .75-85                     | Sulphide.....lb. .90-95                               | Crurin Kalle, 25 grms.....each. 1.00                  |
| Surinam.....lb. .60                                 | Calomel, 10 lbs., .85.....oz. .21                     | Cystogen, powdered ozs.....pkg. 4.00                  |
| Vanilla, Mexican, long.....lb. 8.50                 | Camphor, Monobromated, lbs., 1.50.....oz. .21         | " 5-gr. tablets, ozs.....oz. 1.10                     |
| med.....lb. 7.50                                    | Cantharides, Russian.....lb. 1.65-1.75                | " 8 ozs.....pkg. 5.00                                 |
| short.....lb. 7.00                                  | powdered.....oz. 2.50                                 | " 25's.....oz. 4.00                                   |
| Bourbon, long.....lb. 6.50                          | Cantharidal Vesicant, ozs.....oz. 8.00                | Aperient.....oz. 4.00                                 |
| med.....lb. 6.50                                    | Cantharidin.....lb. .12                               | Cumarine, lb., 4.50.....oz. .40                       |
| short.....lb. 4.50                                  | Capaicum, African.....lb. .19-21                      | Currie Powder.....lb. 1.00                            |
| Benzol, Coal Tar.....lb. .24                        | powdered, 5 lbs., .23.....lb. .25-28                  | Cuttle-Fish Bone, select.....lb. .30-50               |
| Menthol.....oz. 1.25                                | Caroid, powder form.....oz. .67                       | Dermatol, oz., .22.....lb. 2.50                       |
| Merberine, Carb.....oz. 5.00                        | and Soda Tablets, 150s.....bot. .11                   | Dextrin, bag, 7.....lb. 3-10                          |
| Hydrochlor.....oz. 1.50                             | Carbon, Disulphide.....lb. .30-35                     | Diabetin.....lb. 1.50                                 |
| Berries, Cubeb, lb., .16; powdered.....lb. .25-28   | Castor, Fiber, oz., 1.00; powdered.....oz. 1.25-1.50  | Digitalin, 1 ozs.....oz. 7.00                         |
| Fish.....lb. .12                                    | Cerium, Oxalate, lb., .45.....oz. .7                  | Diuretin.....oz. 1.75                                 |
| Juniper.....lb. 6-8                                 | Chalk, French, powdered.....lb. .10                   | Dover's Powder, 10 lbs., 1.10.....lb. 1.15            |
| powdered.....lb. .15                                | precip., Thomas' Eng., 7-lb. bag.....lb. .9           | Dragon's Blood, reeds.....lb. .65                     |
| Poke.....lb. .20                                    | prepared, Thomas' Eng., 8-lb., white, box.....oz. .65 | extra powdered.....lb. 1.00                           |
| Prickly Ash.....lb. .25-25                          | prepared, Thomas' Eng., 8-lb., pink, box.....lb. .7   | Duotal.....oz. 1.50                                   |
| Sumac.....lb. .30                                   | Charcoal, Animal, powd.....lb. .10                    | Earth, Fuller's, po., 25 lbs., .5.....lb. 6-8         |
| Beta-Eucaine.....oz. 3.50                           | Willow, powd.....lb. .14                              | Eka-Iodoform.....oz. .70                              |
| Bismuth, Ammonia Citrate, lb., 3.50.....oz. .28     | Chloral Hydrate, 5 lbs., 1.10.....lb. 1.15-1.25       | Elaterium.....oz. .70                                 |
| Subcarbonate.....lb. 3.25                           | Croton.....oz. .35                                    | Emulsol, per doz., 2 ozs.....pt. 6.00                 |
| Subnitrate, 5 lbs., 2.65.....lb. 3.00               | Chloralamid, 25 pkgs., .70.....pkg. .80               | Elixir Iodo-Bromide of Calcium                        |
| Subgallate, lb., 3.00.....oz. .25-28                | Chloroform, Purified, 5 lbs., .38.....lb. .40         | Comp., Tilden's.....pt. .80                           |
| Salicylate, basic, lb., 3.50.....oz. .28-28         | Commercial, 5 lbs., .33.....lb. .35                   | Empyiform.....oz. .67                                 |
| Blacklegline, "Pasteur," (Blackleg                  | Cinchonidine, Salicylate.....oz. .45                  | Eosote (Creosote Valerianate).....oz. .50             |
| Vaccine, cord form), No. 1, 10                      | Sulphate, 5-oz. cans, .27.....oz. .32                 | Episcarin.....lb. 3-3                                 |
| doses.....oz. 12.00                                 | Cinchonine, Sulphate.....lb. 1.50                     | Epsom Salt, bbl., 11.....oz. .80                      |
| Blacklegline, "Pasteur," (Blackleg                  | Civet.....oz. 3.50                                    | Ergotine, Bonjeans, lb., 5.50.....oz. .80             |
| Vaccine, cord form), No. 2, 20                      | Clay, China, lb., 8; powdered.....lb. .10             | Ergot, Spanish.....lb. .55                            |
| doses.....oz. 20.00                                 | Cloves, 10 lbs., .16.....lb. .18                      | powdered.....lb. .65                                  |
| Blacklegline, "Pasteur," (Blackleg                  | powdered, 5 lbs., .20.....lb. .24                     | Russian, lb., 48; powdered.....lb. .58                |
| Vaccine, cord form), No. 3, 50                      | Cobalt, Carbonate.....oz. .35                         | Eserine.....grain. .30                                |
| doses.....oz. 48.00                                 | Chloride.....oz. .30                                  | Sulphate, 5-gr. v.....grain. .12                      |
| Blackleg Vaccine, "Pasteur," pow-                   | Nitrate, oz., .25; powdered.....oz. .25               | Salicylate, 5-gr. v.....grain. .11                    |
| der packet.....oz. 12.00                            | Cocaine, Hydrochlorate, Cryst.....oz. 3.75-4.00       | Ether, Nitrous, Conc., 3, 1 and 1 lb.....1.00-1.25    |
| Bladder Wrack.....lb. .35                           | Alkaloid.....oz. 4.30-4.55                            | Sulphuric, 1890, lb., .68; washed.....lb. .78         |
| Blue Vitriol, bbl., .54; 100 lbs., .6.....lb. .8-10 | Oleate, 5 per cent.....oz. 1.00-1.15                  | Concent., 1890.....lb. .78                            |
| powdered, 50 lbs., .10.....lb. .12                  | Cochineal, Honduras.....lb. .55                       | Acetic.....lb. .50                                    |
| Bolo, Arsenia, powdered, true.....lb. .12           | powdered.....lb. .60                                  | Ethiops Mineral.....lb. .70                           |
| Bone Ash.....lb. .15                                | Codeine, Pure Alkaloid, ozs.....oz. 3.65-3.80         | Ethyl, Bromide, 1-oz. bot. or tube.....oz. .20-25     |
| Borax, 100 lbs., .84.....lb. .9-12                  | Sulphate, ozs.....oz. 3.25-3.40                       | Iodide.....oz. .54                                    |
| powdered, 50 lbs., .84.....lb. .9-12                |   | Eucaine, Hydrochlor, 3, 1 oz., 3.60; 1 oz. 3.50       |

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| Eudoxine,.....oz.  | 2.10      | Carbonate, oz., 1.50; Salicylate.....oz.  | 1.60      | Cascara Sagrada Bark, oss.....lb.             | .85  |
| Euphthalmine, Hydrochloride, gm.   | 1.25      | Phosphite.....oz.                         | 1.50      | Catnip, oss.....lb.                           | .25  |
| Exodin, 7½-gr. tablets, 10 in box.....box  | .30       | Guaiacophosphal.....oz.                   | 1.50      | Centaur, American Herb, oss.....lb.           | .30  |
| Extract, Logwood, bulk, 24-lb. box, 10; lb., 11; ½ lbs., 15; ¼ lbs., 18; 1 lb. lb. | 1.40      | Guarana, powdered.....lb.                 | .90-1.00  | Centaur, Minor, oss.....lb.                   | .30  |
| .....lb., 11; ½ lbs., 15; ¼ lbs., 18; 1 lb. lb.                                    | .12       | Gum, Aloes, Cape.....lb.                  | .16-20    | Chamomile Flowers, German, oss.....lb.        | .35  |
| Eyestones.....dos.   | .36-42    | Curacao.....lb.                           | .12       | Roman, oss.....lb.                            | .35  |
| Ferratin, pow. or tablets, 25 oss., 75.oss.  | .85       | .....powdered.....lb.                     | .25-27    | Chiretta.....lb.                              | .34  |
| Ferripyrrine.....lb.   | 1.35-1.50 | .....gourds.....lb.                       | .13-15    | Clover Heads, red, oss.....lb.                | .34  |
| Ferro-Somatose, lbs. and ½ lbs.....lb.   | 6.50      | Socotrins, lb., .35; powdered.....lb.     | .45       | Cramp Bark, oss.....oss.                      | .24  |
| .....½ lbs.....lb.   | 6.75      | Ammoniac.....lb.                          | .30       | Cranesbill Root, oss.....lb.                  | .28  |
| .....2-oz. tins.....dos.   | 10.50     | Arabic, 1st's.....lb.                     | .45       | Damiana Leaves, oss.....lb.                   | .30  |
| Firweil, Tilden's.....pt.  | .52       | .....powdered.....lb.                     | .55       | Dandelion Root, true, oss.....lb.             | .28  |
| Flowers, Arnica.....lb.  | .15-18    | 24's, lb., .35; powdered.....lb.          | .55       | Dog Grass, oss.....lb.                        | .27  |
| Blue Centaur.....lb.   | .60       | 84's, lb., .30; 4th's.....lb.             | .28       | Elder Flowers, oss.....lb.                    | .45  |
| Calendula.....lb.  | .85       | sifted sorts, lb., .30; sorts.....lb.     | .28       | Feverfew, oss.....lb.                         | .34  |
| Chamomile, Roman.....lb.   | .25-28    | Asaetida, lb., .30-35; powdered.....lb.   | .40-45    | Fleabane Herb, Canada, oss.....lb.            | .34  |
| German, 1908, 25; German, 1904, lb.  | .30       | Benzoin.....lb.                           | .45       | Galega or Goat's Rue.....lb.                  | .75  |
| Elder.....lb.  | .20       | Camphor, 100 lbs., 68-69.....lb.          | .72-75    | Gold Thread Herbs, oss.....lb.                | .75  |
| Kooso, lbs., .50; powdered.....lb.   | .12-20    | Catechu, powdered.....lb.                 | .22-25    | Gravel Plant Herb, oss.....lb.                | .25  |
| Lavender.....lb.   | .50       | Chicle, bag, .45.....lb.                  | .50-55    | Grindella Robusta, oss.....lb.                | .28  |
| Malva, Black, lb., .40; Blue.....lb.   | .80-90    | Damar.....lb.                             | .30       | .....Squarrosa, oss.....lb.                   | .40  |
| Mullein.....lb.  | 1.00      | Galbanum, strained.....lb.                | 1.00-1.15 | Hops, 1904 crop, oss.....lb.                  | .50  |
| Orange.....lb.   | 1.25-1.50 | Gamboge, lb., .85; powdered.....lb.       | .90-1.00  | Horehound, oss.....lb.                        | .34  |
| Rose, Red, French.....lb.  | .25       | Guaiac.....lb.                            | .45       | Horsemint Herb, oss.....lb.                   | .30  |
| Rosemary.....lb.   | .65       | Kino.....lb.                              | .50       | Hyasop Herb, oss.....lb.                      | .30  |
| Spanish, Valencia, lbs., 7.00-8.00.....oz.   | .65       | Myrrh.....lb.                             | .45       | Ivy, American, bark or root, oss.....lb.      | .25  |
| Saffron Amer.....lb.   | 1.80-1.40 | Extra Select.....lb.                      | .45       | Herb, ground.....lb.                          | .25  |
| Formaldehyde.....lb.   | .15-32    | Oilbalm, garblings.....lb.                | .12-20    | Jamaica, Dogwood Bark.....lb.                 | .30  |
| Formin, lbs., 1.75.....oz.   | .21       | Oilbalm, tears.....lb.                    | .20-22    | Johnswort Herb, oss.....lb.                   | .30  |
| Tablets, 5 gra., 30 in tube, ea.....oz.  | .20       | Opium, lb., 3.80-3.50; powdered.....lb.   | 3.90-4.00 | Lady Slipper Root.....lb.                     | .50  |
| 5 gra., 100 in tube, ea.....oz.  | .50       | Sandrac.....lb.                           | .20-25    | Life Everlasting, oss.....lb.                 | .35  |
| 7½ gra., 20 in tube, ea.....oz.  | .30       | Shellac, D. C.....lb.                     | .85-95    | Lindin Flowers, with leaves, oss.....lb.      | .40  |
| 7½ gra., 70 in bot., ea.....oz.  | .50       | .....English.....lb.                      | .70-80    | Liverwort, German, oss.....lb.                | .30  |
| Formol, lb., .55; 5-lb. bots.....lb.   | .50       | Shellac, Garnet.....lb.                   | .60       | Leaves, German, oss.....lb.                   | .30  |
| Galega-Vera.....dos.   | 10.50     | Spruce, true.....lb.                      | 1.75-2.00 | Lobelia, oss.....lb.                          | .28  |
| Galestone.....dos.   | 10.50     | Thus.....lb.                              | .8-12     | Maiden Hair, oss.....lb.                      | .35  |
| Gambier, mats, 8.....string  | 10-12     | Tragacanth, Aleppo, No. 1.....lb.         | .80       | Marjoram, Sweet, oss.....lb.                  | .35  |
| Garlic.....lb.   | .25       | .....No. 2.....lb.                        | .90       | Mallow, oss., lb., .34; wild, oss.....lb.     | .30  |
| Gelatin, Cooper's.....lb.  | .50       | .....Turkey, sorts.....lb.                | .80       | Motherwort, oss.....lb.                       | .34  |
| French, White.....lb.  | .50       | Gut Cotton.....lb.                        | .85       | Mullein, German.....lb.                       | .22  |
| Geocot, Guaiac, Valeriate.....oz.  | 1.34      | Gutta Percha, Chips.....lb.               | 1.50      | Pansy Herb.....lb.                            | .42  |
| Glass Wool, for filtering acids.....oz.  | 1.25      | Hedonal.....oz.                           | 1.60      | Paraguay Tea, genuine.....lb.                 | .50  |
| Glucose.....lb.  | .12       | Helthim, packs, 6 tests.....pkg.          | .60       | Pennyroyal, oss., lb., .20; Leaf, oss.....lb. | .25  |
| Glutol.....oz.   | .65       | Hemiceranine.....oz.                      | .90       | Peppermint, oss.....lb.                       | .27  |
| Glycerin, C. P., 30°, can 50 lbs., 15 lb.  | 18-20     | Hemogallol.....oz.                        | .80       | .....German, bulk, lb., .75; Herb, oss., lb.  | .24  |
| Goat's Rue Fluid Extract.....lb.   | 1.75      | Herb, Agrimony, German, lb., .20.....oz.  | .25       | Plantain Leaves, Red, oss.....lb.             | .35  |
| .....lb.   | 1.85      | Arnica Flowers, oss.....lb.               | .30       | Poppy Leaves, Red, oss.....lb.                | .35  |
| .....lb.   | 2.00      | Althea.....lb.                            | .55       | Prince's Pine Leaf, oss.....lb.               | .30  |
| Gold Chloride, 15-gr. bot.....dos.   | 5.10      | Balm, lemon, oss., .40 sweet, oss.....lb. | .25       | Pulsatilla, oss.....lb.                       | .40  |
| and Sodium.....dos.  | 2.70      | Balmory, Leaves, oss.....lb.              | .25       | Raspberry Leaf, oss.....lb.                   | .30  |
| Goose Grease.....lb.   | .60-70    | Bittersweet, Twigs, oss.....lb.           | .30       | Rue, oss.....lb.                              | .34  |
| Green, Paris, kgs., 18½-15.....lb.   | 17-20     | Bittersweet.....lb.                       | .10       | Saffron, American, oss.....lb.                | 1.80 |
| Grape Juice, Gleason's, pts., 2 dos. case  | 4.75      | Blackbaw, Bark of Root, oss.....lb.       | .40       | Sage, lbs., lb., .15; oss.....lb.             | .18  |
| .....qts. 1 dos. case  | 4.50      | Bleeder Thistle Leaves, oss.....lb.       | .35       | Domestic, oss.....lb.                         | .18  |
| .....gal. case of 3  | 4.75      | Boneset, oss.....lb.                      | .25       | Savin Leaves, oss.....lb.                     | .28  |
| .....gal. case of 4  | 4.50      | Boneset, Herb, oss.....lb.                | .25       | Southernwort Herb, oss.....lb.                | .28  |
| .....Welch's, qts., 1 dos. case  | 4.50      | Broom Top, Scotch, oss.....lb.            | .30       | Spiramint, oss.....lb.                        | .30  |
| .....pts., 2 dos. case   | 4.75      | Buckthorn, Bark, oss.....lb.              | .22       | Tansy, oss.....lb.                            | .35  |
| .....gals., 1 dos. case  | 7.50      | Bugle, Bitter, Herb, oss.....lb.          | .30       | Thyme, oss.....lb.                            | .25  |
| .....pts., 2 dos. case   | 4.50      | Burdock.....lb.                           | .35       | Vervain, oss.....lb.                          | .24  |
| .....gals., 1 dos. case  | 4.75      |   |           | Viola tricolor, oss.....lb.                   | .35  |
| .....pts., 2 dos. case   | 5.00      |   |           | Wormwood, oss., lb., .30; powdered.....lb.    | .35  |
|  |           |   |           | Yerba Santa.....lb.                           | .28  |

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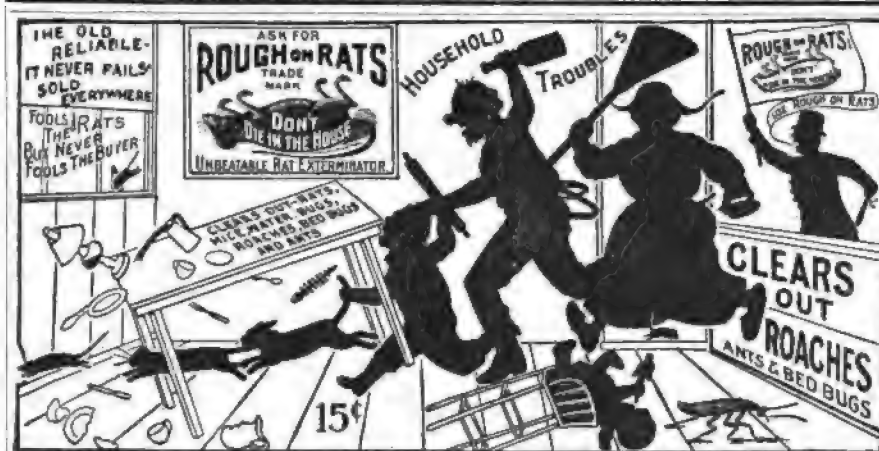
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| Tab., 7½ grs. ea.....box  | .65    | Jewelers' Rouge.....lb.                                   | .75      | Uva Ursa.....lb.                          | .12       |
| Hydrocyanate of Iron, Tilden's.....os.                              | .80    | Juice, Dandelion, Bag.....lb.                             | 1.40     | Witch Hazel.....lb.                       | .65       |
| Honey.....lb.   | .12-15 | Lime, Germ.....lb.  | 25-30    | Leeches, Swedish, per 100, 4.00.....dos.  | .35       |
| Hops, fresh, 1904, bulk, 38.....lb.                                 | .40-42 | Lime, 90-100.....lb.                                      | 90-100   | Liquorice, F. S.....lb.                   | .25       |
| pressed, 1, 1 and lbs.....lb.                                       | .40-42 | Junket Tablets (10c. also) 8 dos.....dos.                 | .80      | Coriariano.....lb.                        | .30-35    |
| pressed, oza.....lb.  | .45    | Kamala, purified, powdered.....lb.                        | 1.50     | Y. & S., 5-lb. boxes.....lb.              | .25       |
| Holocain, 1-gramme vials, .35; 5-gramme vials, 1.50.....1-oz. vials | 7.00   | No. 2 powdered.....lb.                                    | .65      | Lime, Chlorinated, bulk, bbls., 3.....lb. | .5        |
| Homatropine, Hydrobrom, 5, 10 and 15 vials.....grain                | .30-35 | Kaolin.....lb.  | .08      | 1-lb. tins.....lb.                        | .5-6      |
| Hydrastine, Alkaloid.....os.  | 6.25   | Kelene, automatic, 1.10.....lb.                           | .50-1.00 | Litharge.....lb.                          | 1.10-12   |
| Hydrogen Dioxide.....lb.  | 28-50  | Kermes Mineral.....lb.                                    | 1.10     | Lithium, Bromide.....os.                  | .25       |
| Hydroquinone.....os.  | .15    | Kola Nut lb., .25; powdered.....lb.                       | .35      | Carbonate.....lb.                         | 1.75-2.00 |
| Hyocyanamine, Alkaloid, 5, 10, 15 gr. v.....grain                   | .40    | Kresamin.....os.  | 1.00     | Citrate.....lb.                           | 1.25      |
| Hydrobromate, 5, 10, 15 gr. v.....grain                             | .30    | Lactophenin, powd. or tab., 25 oza., 50.....os.           | 1.00     | Glycerino-Phosph.....os.                  | .74       |
| Sulphate, pure Amorph., 5, 10, 15 gr. v.....grain                   | .25    | Lacto-Somatose, 2-os. tins.....dos.                       | 10.50    | Iodide.....os.                            | .41       |
| Hypnal, Hoechst.....os.   | 1.15   | 1-lb.....lb.  | 6.75     | Salicylate.....os.                        | .15       |
| Iatrol.....os.  | .95    | 1-lb.....lb.  | 6.50     | Litmus.....lb.                            | 1.40      |
| Icthyol, lb., 4.00.....os.  | .32    | Lactucarium, lb., 4.00.....os.                            | .40      | Losophan.....os.                          | 1.90      |
| Indigo, Madras.....lb.  | .75    | Laminoids.....dos.  | 8.00     | Lunar Caustic, pure, 7.50.....os.         | .45-51    |
| Manila.....lb.  | .75    | Lanikol, 1-os. jars, dos., 3.50; 4-os. dos., 9.50.....lb. | 2.50     | In cones.....os.                          | .00-05    |
| Sulphate comp., 9-lb. bot.....lb.                                   | .45    | Lanolin, Lelbrich (Wool Fat), 10 lbs., 70.....lb.         | .75      | Lupulin, American.....lb.                 | .05       |
| Paste.....lb.   | .20    | Lanoline Puriss, B. J. D.....lb.                          | .40      | German.....lb.                            | .50       |
| Insect Powder, pure, bbls., 35; 50 lbs., 35; 25 lbs., 36.....lb.    | .38-42 | Lead, Acetate, White.....lb.                              | 12-14    | Lycetol, 10 oza., 3.80.....os.            | 4.25      |
| W. & B., bbls., .20; kegs, 50 lbs., 20; drums, 25 lbs., 21.....lb.  | .25    | Carbonate.....lb.   | .12      | Lycopodium, Politz, 10 lbs., .85.....lb.  | .90-96    |
| Iodine, lb., 4.80.....os.   | .35-43 | Iodide.....lb.  | .28      | Lysiden.....lb.                           | .70       |
| Iodoform, lb., 5.50.....os.   | .41    | Red.....lb.   | .10      | Lysol.....lb.                             | .67       |
| Iodol.....os.   | 1.25   | Subacetate, Sol.....lb.                                   | .16      | Mace.....lb.                              | .70-75    |
| Iodopyrine.....os.  | 1.40   | Leaf, Aconite.....lb.                                     | 1.10     | Magnesia, Calcined.....lb.                | .75-85    |
| Iodothyryne, oza., 3.40; 1-os. 3.65; 1-os. 3.90.....lb.             | .45    | Arbor Vitae.....lb.                                       | .30      | Magnesium carbonate, 1 lb.....lb.         | 20-30     |
| Iron, by Hydrogen, gray, U. S. P.....lb.                            | .25    | Bay.....lb.   | .12      | 2 os.....lb.                              | 22-32     |
| Benzoate.....os.  | 5.00   | Belladonna.....lb.  | .25      | S. S.....lb.                              | 55-70     |
| Cacodylate.....lb.  | .50    | Eng., 1-lb. cans only.....lb.                             | 1.20     | Citrate, gran.....lb.                     | 50-75     |
| Carbonate, precip., lb., .18; sacch.....lb.                         | .30    | Blackberry.....lb.  | .20      | Sulph. (Epsom Salts), bbls., .014.....lb. | 2-4       |
| Vallet's.....lb.  | .35    | Blessed Thistle, oza.....lb.                              | .27      | Maltopapsine, Tilden's.....pt.            | .62       |
| Chloride.....lb.  | .14    | Borage, oza.....lb.                                       | .38      | Manganauo, 1-os. bots.....dos.            | 8.50      |
| Sol., U. S. P.....lb.   | .25    | Butternut.....lb.   | .15      | Manganese, Black Oxide.....lb.            | 5-12      |
| Tinct., U. S. P.....lb.   | .50    | Buchu, long, lb., .80; short.....lb.                      | .25      | Hypophosphite, os., .20; sulphate.....os. | .5        |
| Citrate, U. S. P.....lb.  | .55    | Castor Oil.....lb.  | .30      | Manna, large flake.....lb.                | 60-70     |
| and Ammonium.....lb.  | .55    | Cherry Laurel.....lb.                                     | .40      | small flake, 5 lbs., 40.....lb.           | .45       |
| and Quinine, lbs., 1.90.....os.                                     | 18-22  | Chestnut.....lb.  | .32      | Mannite.....lb.                           | 3.25      |
| Dialsed, Solution.....lb.   | .35    | Coca, Huancu, lb., .40; Truxillo.....lb.                  | .32      | Marble Dust.....bbl.                      | 1.50      |
| Glycerophosphate.....os.  | .40    | Coltsfoot, oza.....lb.                                    | .25      | Martin.....os.                            | 1.25      |
| tablets, boxes, 50 5-gr.....os.                                     | .40    | Conium, lb.....lb.  | .18      | Menthol, lbs., 2.75.....os.               | 23-25     |
| Iodide, os., .37; syrup of.....lb.                                  | .40    | Damiana.....lb.   | .30      | Mercuro, 1-os. bots.....dos.              | 8.50      |
| Lactate.....os.   | .7     | Digitalis.....lb.   | .28      | Mercury, 5 lbs., .70.....lb.              | 172-73    |
| Ferritrate, Solution.....lb.  | .25    | Eng., 1-lb. cans only.....lb.                             | .85      | Colloidal.....os.                         | .85       |
| Pyrophosphate, Soluble.....lb.                                      | .51    | Eucalyptus.....lb.  | .15      | Ammon.....lb.                             | 1.10      |
| Phosphate, scales, U. S. P.....lb.                                  | .51    | Fern, sweet, oza.....lb.                                  | .22      | Bisulphate.....lb.                        | .75       |
| Subsulphate (Monell's).....lb.                                      | .23    | Foglove, oza.....lb.                                      | .30      | Chloride, Corrosive, 10 lbs., .80.....lb. | .95       |
| Solution (Monell's).....lb.   | .15    | Hyoscyamus.....lb.  | .25      | Chloride, powdered, 10 lbs., .90.....lb.  | .95       |
| Sulphate, pure.....lb.  | .6     | Am., 1-lb. cans only.....lb.                              | 1.60     | Calomel, 10 lbs., .90.....lb.             | .95       |
| excelsated.....lb.  | .15    | Eng., Biennial, 1-lb. bots. only.....lb.                  | 8.00     | with Chalk.....lb.                        | .43       |
| and Potass, Tartrate.....lb.  | .48    | German, bulk.....lb.                                      | .25      | Iodide, Proto, lbs., 8.65.....os.         | .27       |
| and Ammonium Tartrate.....lb.                                       | .62    | Jaborandi, true.....lb.                                   | .34      | Bisulphate, lbs., 8.70.....os.            | .27       |
| Inurol, lb., 4.10.....os.   | .30-35 | Laurel, true.....lb.                                      | .15      | Oxide, Red, lbs., .90.....lb.             | 1.10      |
| Isinglass, American.....lb.   | .90    | Matico.....lb.  | .35      | Pill (Blue Mass).....lb.                  | .47       |
| Russian, true, Beluga.....lb.                                       | 4.25   | Patchouli.....lb.   | .60      | powdered.....lb.                          | .57       |
|   |        | Raspberry, oza.....lb.                                    | .25      | Herring's English.....lb.                 | 1.25      |
|   |        | Senna, Alexandria.....lb.                                 | 25-35    | Red Precipitate.....lb.                   | 1.65      |
|   |        | Tinivelly.....lb.   | 15-20    | White Precipitate.....lb.                 | 1.10      |
|   |        | India.....lb.   | .15      | powdered.....lb.                          | 1.15      |
|   |        |   |          | Mesofan-Bayer.....os.                     | .47       |
|   |        |   |          | Methyl, Acetate.....os.                   | .45       |
|   |        |   |          | Bichloride.....os.                        | .65       |



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| Oxide.....oz. .50                                | Codliver, N. F., kegs, 30 gals. 27.00           | Tansy.....lb. 4.00-4.50                           |
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| Migraimin, os. tins.....oz. 1.50                 | 31.00.....gal. 1.15-1.25                        | Valerian.....oz. .65                              |
| Milk Sugar, powdered, 10 lbs., 20.....lb. .20-22 | Copaiba.....lb. 1.10                            | Verbena, true.....oz. .50                         |
| Morphine, Acetate.....oz. 2.80                   | Cottonseed.....gal. .45-55                      | Whale.....lb. .75                                 |
| Muriate, is.....oz. 2.80                         | Croton.....lb. 1.20                             | Wintergreen, Betula.....lb. 2.15-2.25             |
| Sulphate, is, P. & W.....oz. 2.60                | Croton.....lb. 1.75                             | Wintergreen, Synthetic, Fries Bros.....lb. .75    |
| 2 1/2 oz. cartons (25 ozs., 2.45).....oz. 2.55   | Cubeb, Amer.....lb. 1.15                        | Wintergreen, true.....lb. 3.25-3.50               |
| Moss, Iceland, lb., 12; Irish.....lb. 18-22      | Cumin, lb., 4.50.....oz. .35                    | Wormseed.....lb. 3.50                             |
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| grain.....oz. 22.00-24.00                        | Eucalyptus, Australian.....lb. .90              | Ointment, Mercurial, 1 M.....lb. .45              |
| Nailtrim.....oz. 2.00                            | Fennel.....lb. 1.75                             | 1-3 M.....lb. .45                                 |
| Naphtha, Wood.....lb. .24                        | Geranium, Turkish.....lb. 4.50                  | Citrus.....lb. .45                                |
| Wood, 95 p. c., bbls., 75.....gal. .80-90        | French.....lb. 8.00                             | Oleate, Mercury, 90 p. c., lb., 3.00.....oz. .25  |
| Naphthalene, balls, 50 lbs., 3 1/2.....lb. 4-5   | Prepared.....lb. 16.00                          | Morphine, 5 p. c.....oz. .40                      |
| cakes and squares.....lb. 6-8                    | Juniper Berries.....lb. 1.50                    | Zinc, powd., lb., 2.50.....oz. .25                |
| Naphthol.....oz. .18                             | Wood.....lb. .60                                | Opium (See Gum).....oz. .80                       |
| Varceline.....oz. 6.50                           | Lard, No. 1.....gal. .90                        | Orphol.....oz. .80                                |
| Vephrilic, Tilden's.....pt. .82                  | Lavender Flowers.....lb. 2.50                   | Orthoform, 1-oz. vials.....oz. 1.45               |
| Vickel, Bromide.....oz. .30                      | Chiric.....lb. 2.75                             | Hydrochlorate.....oz. 1.85                        |
| Carbonate.....oz. .25                            | Garden.....lb. 1.10                             | Pancreatin, os., 50.....lb. 6.50                  |
| Chloride.....oz. .20                             | Lemon.....lb. 90-1.00                           | Papain, purified.....oz. 1.00                     |
| Metallic.....oz. .25                             | 1-lb. copper cans.....lb. 1.10                  | Papoid.....oz. 2.00                               |
| Nitrate.....oz. .18                              | Sanderson's.....lb. 1.25                        | Paraffine.....lb. 10-12                           |
| Oxide, pure.....oz. .75                          | Lemongrass.....lb. 3.75                         | Paraformaldehyde, Tablets, Fries                  |
| Sulphate.....oz. .10                             | Linseed, Boiled, by bbl., 60.....gal. .65-75    | Bros., lb., 3.50.....oz. .35                      |
| Nirvanin.....oz. 2.50                            | Linseed, Raw, by bbl., 58.....gal. .63-70       | Paris Green, 125-lb. kegs.....lb. 1.61            |
| Nitroglycerin, 1 per cent. Solution,             | Mustard, Expresed.....gal. .75                  | 14-lb. kits, 19; 1 and 3 lb.....lb. .20           |
| lb., 1.10.....oz. .12                            | Mustard, Essential, lb., 5.50.....oz. 45-50     | 1-lb., lb., 20; 1-lb.....lb. .22                  |
| Nosophen.....dos. 4.50                           | Neatsfoot.....gal. .90                          | Pastilles, Black Fumigating.....lb. .35           |
| Nutrolmetis.....dos. 10.00                       | Neroli, Bigarade.....oz. 3.50                   | Red Fumigating.....lb. .40                        |
| Nutgalin, lb., 22; powdered.....lb. .82          | Chiric.....oz. 3.75                             | Paraform.....oz. .35                              |
| Nutmegs.....lb. 35-40                            | Petale.....oz. 4.00                             | Paraldehyde, 1-lb. bots.....lb. 1.50              |
| Nutrose, 1 lb., 4.00; 1 lb., 3.75.....lb. 3.85   | Olive, Malaga.....gal. .75                      | Pellotine, Muriate, 1 and 5 gr. vials             |
| Nux Vomica.....lb. 8-10                          | Fine Salad, 2-gal. cans, 2.50.....gal. 2.75     | grain.....oz. .35                                 |
| Powdered, pure.....lb. 20-25                     | Orange, Bitter.....lb. 3.20                     | Pental, 10-gramme vials.....each .75              |
| Oakum, bales 50 lbs., .08.....lb. .12            | Sweet.....lb. 2.35                              | Pepper, Black, lb., 18-20; powdered.....lb. 22-25 |
| Oatmeal.....lb. .6                               | 1-lb. copper cans.....lb. 2.40                  | White, lb., 25; powdered.....lb. .30              |
| Oil, Almond, Bitter, lb., 6.50.....oz. .55       | Origanum, pure.....lb. 85-1.10                  | Pepsin, Saccharated, lb., 1.00.....oz. .12        |
| Sweet, True, 5 lbs., 42.....lb. 45-50            | Palm.....lb. .20                                | Pure, Armour's, lb., 4.50.....oz. .35             |
| Amber, crude.....lb. .25                         | Patchouli, lb., 7.50.....oz. .65                | Peronin, 1-gramme vials.....each 1.00             |
| rect.....lb. .40                                 | Pennyroyal, 6 lbs., 1.50.....lb. 1.60           | Phenacetin (25 ozs., 95).....oz. 1.00             |
| Anise.....lb. 1.25-1.35                          | Peppermint.....lb. 2.35-3.00                    | Pheno-Bromate, tablets or powder                  |
| Bay, American, bot. 22 ozs., 3.75.....oz. .85    | Hotchkiss.....lb. 3.35-3.50                     | (10 ozs., less 10 p. c.; 25 ozs., less            |
| West Indies, bot. 23 ozs., 8.50.....oz. .50      | Redistilled.....lb. 4.00-4.25                   | 10 p. c. and 5 p. c.).....oz. 1.00                |
| Benne.....gal. 1.00                              | Petroleum, crude.....gal. .35                   | Phenocoll, Hydrochloride, 25 grammes              |
| Bergamot.....lb. 2.65                            | Lubricating, gal., 20; Refined.....lb. .12      | vial.....1.50                                     |
| Bergamot, 5-lb. cans.....lb. 2.40                | Pimento, lb., 2.90.....oz. .25                  | Phosphorus.....lb. 1.00                           |
| Sanderson's.....lb. 2.50                         | Rhodium, true, lb., 8.00.....oz. .75            | Phosphotal, lb., 10.00.....oz. 1.00               |
| Black Pepper.....lb. .75                         | Rose, Kazanlik.....oz. 4.50-5.00                | Pilocarpine, Muriate, 5, 10 and 15 gr.            |
| Cade.....lb. .30                                 | Botu Pappasagion.....oz. 6.00                   | vials.....gal. .6                                 |
| Cajuput.....lb. 75-85                            | Rosemary, Sperle.....lb. 1.50                   | Piperazine, pure, 10 ozs., 8.80.....oz. 4.35      |
| Capalcam.....oz. .50                             | Trisate.....lb. .60                             | In tubes, Schering's, 10 grammes.....tube 1.50    |
| Caraway.....lb. 1.75                             | Rue, lb., 3.00.....oz. .30                      | Piperin.....oz. .65                               |
| Cassia.....lb. 1.00-1.10                         | Salt Union.....gal. 50-55                       | Pitch, Black.....lb. .6                           |
| Castor, 40-lb. can, 12.....lb. 13-14             | Sandalwood, W. L., lb., 3.00; Engl.....lb. 5.50 | Burgundy.....lb. 3-8                              |
| Cedar Leaves, Amer.....lb. 90-95                 | Sassafras.....lb. 1.40                          | Pixine 2-oz. jars.....dos. 2.00                   |
| Chaulmoogra.....lb. 2.50                         | Savin.....lb. 1.40                              | 1-lb. jars.....dos. 10.00                         |
| Cinnamon, Ceylon, lb., 15.00.....oz. 1.10        | Spearmin, lb., 5.50; H. G. H.....lb. 5.75       | Veterinary 2-oz. tins.....dos. 2.00               |
| Citronella.....lb. 60-85                         | Sperm, Winter, Bica.....gal. 1.00               | 8-oz. tins.....dos. 4.00                          |
| Clove, 5 lbs., .90.....lb. .95-1.00              |   |   |

ESTABLISHED 1818.

# POWERS, WEIGHTMAN, ROSENGARTEN CO.

NEW YORK  
56 MAIDEN LANE

CHEMICALS

Laboratories and Main Office,  
PHILADELPHIA

Medicinal, Technical and for the Arts, of STANDARD purity and excellence.

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Acetone,  
Acid, Acetic, C. P.  
Acid, Carbolic, 40%.  
Acid, Muratic, C. P.  
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Acid, Sulphuric, C. P.  
Acid, Tannic.  
Amyl, Acetate, Commercial.  
Amyl, Acetate, Purified.

Bismuth Preparations.  
Blue Pill.  
Cadmium Salts.  
Carbon Bi-Sulphide.  
Chloroform, U. S. P.  
Collodion, U. S. P.  
Collodion, Patented.  
Cotton, Soluble.  
Ether, Sulphuric.

Fusel Oil, Refined.  
Gold Chloride.  
Hydrogen, Per Oxide, U. S. P.  
Hydrogen, Per Oxide, Technical.  
Iodine, Resublimed.  
Iodoform.  
Iron Chloride, U. S. P.  
Iron Scale Preparations.  
Magnesia Carbonate.

Mercurial Ointment.  
Platinum Salts.  
Potassium Acetate.  
Potassium Chlorate, Gran. Cryst. Powd.  
Potassium Iodide.  
Silver Nitrate.  
Sodium Sulphite.  
&c.

## WARNING NOTICE

to the world of my proprietary rights to the trade-mark names of Satin, Satin Skin, Satin-Skin (hyphenated), Satin Scent, etc., as applied to toilet preparations, soaps, perfumes, etc., is given by U. S. patent office registrations No. 21,618, 24,186, 27,854, 37,022, 42,297. Canadian 899,444. I promptly prosecute infringers, imitators, and sellers of substitutes.

(Signed)

ALBERT F. WOOD, Detroit, Mich., Mfr. and Propr. of Satin Skin Cream, Satin Toilet and Talcum Powders, Satin-Skin Soaps, Satin Tooth Preparations, Satin Scents, etc.

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For Gout, Gravel and Rheumatism.

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These boxes are light, clean, strong and beautifully finished, far superior to the ordinary turned wood box of the market, with the added advantage of a tight fitting cover.

Black Walnut and Silver Poplar.  
Sizes 1/4 oz. to 16 oz.  
Inclusive.

Put up in neat 1/4 gross packages. Sold by wholesale druggists everywhere. Specify Mount Washington Box in ordering.

MOUNT WASHINGTON BOX CO.  
Preston & Merrill, Props. BOSTON

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|--|--|---|
| Plaster, Calcined, bbl., 2.00.....lb. 2-4        | Root, Burdock, crushed.....lb. .30                   | Root, Stilllingia, lb., .18; powdered.....lb. .25                                   |
| Dental.....bbl. 2.50                             | Calamus, Sliced, White.....lb. .40                   | Urnica.....lb. .40  |
| Adhesive.....yd. 15-20                           | Canada Snake.....lb. .30                             | Valerian, English, lb., .42; German.....lb. .30                                     |
| Belladonna.....lb. 1.35                          | Cocosh, Black.....lb. .15                            | Virginia Snake.....lb. .60  |
| Galbanum, U. S. P.....lb. .60                    | Cochicum, lb., .25; powdered.....lb. .30             | Yellow Dock.....lb. .22   |
| Lead.....lb. .38                                 | Coltsfoot.....lb. .40                                | Zedoary, pure.....lb. .18   |
| Mercury, U. S. P.....lb. 1.00                    | Comfrey, crushed.....lb. .20                         |   |
| Pollantim-Dunbar (liquid or powder).....ea. 1.75 | Crawley.....lb. 1.75-2.25                            | Rum, Bay, imported, 4 bbls., 2.00; 10 gals., 2.15; 5 gals., 2.25.....gal. 2.35-2.50 |
| Poppy Heads.....lb. 18-40                        | Curcuma.....lb. .15                                  | Bay, essence.....lb. 3.00   |
| Potash.....lb. 8-12                              | Dandelion, cut, 5 lbs., .17.....lb. .22              | Saccharin, lb., 4.50.....1-oz. tin .35  |
| Potassa, Caustic White.....lb. .28               | Dwarf Elder, os.....lb. .30                          | Salacetol.....oz. .33   |
| Potassium, Acetate, bot. inc.....lb. 36-40       | Elecampane, 5 lbs., .16.....lb. .20                  | Salicin, lb., 4.50.....oz. .35  |
| Bicarbonate, lb., .14; Bichromate.....lb. .14    | Fern, Male.....lb. .22                               | Salipyrin.....oz. .80   |
| Bromide, 5 box, .28.....lb. 30-32                | Galangal, 5 lbs., .12.....lb. .14                    | Tablet.....oz. .80  |
| Carbonate.....lb. .12                            | Gelsemium.....lb. .12                                | Saiol, lb., 1.25.....oz. .15  |
| Chlorate, Eng., lb., .12; powdered.....lb. .15   | Gentian, 10 lbs., .9.....lb. .15                     | Salophen, 25 ozs., .95.....oz. 1.00   |
| Citrate.....lb. .47                              | ground, 5 lbs., .12.....lb. .15                      | Saloquinine.....ozs. 1.25   |
| Cyanide, Pd.....lb. .45                          | powd., 5 lbs., .15.....lb. .16                       | Salicylate.....ozs. .25   |
| Glycerophosphate.....ozs. .35                    | Ginger, African.....lb. .14                          | Santonin, lb., 10.50-10.70.....ozs. 75-75   |
| Hypophosphite, lbs., .80.....ozs. .10            | powd., 5 lbs., .18.....lb. .20                       | Saola, Tilden's.....pt. .24   |
| Iodide, 5 lbs., 8.25.....lb. 8.35-8.50           | Jamaica, Bleached, 5 lbs., .18.....lb. .22           | "Save-the-Horse" Spavin Cure (\$5.00).....doz. 48.00                                |
| Nitrate, Gran.....lb. .10                        | Bl. powd., 5 lbs., .27.....lb. .30                   | Scopolamine, Hydrobrom. Ph.G. (identical with Hyoscine, U. S. P.) grain.....20-22   |
| Permanganate.....lb. 18-20                       | Unbleached, 5 lbs., .18.....lb. .22                  | Seed, Anise, Italian.....lb. .17  |
| Prussiate, Red.....lb. .50                       | Ginseng.....lb. 6.50-9.00                            | Star.....lb. .30  |
| Yellow.....lb. .20                               | Golden Seal.....lb. 1.60-1.75                        | Angelica.....lb. .30  |
| Sulphuret.....lb. .18                            | Gold Thread.....lb. .80                              | Burdock.....lb. .25   |
| Probiin Pills, 60 in bot.....ea. 1.25            | Hellebore, Black.....lb. .15                         | Canary, Sicily.....lb. 7-8  |
| Propylamine.....ozs. .55                         | White, powd., 5 lbs., .12.....lb. .15                | Cardamom, Aleppo.....lb. 1.80   |
| Protargol, 1 ozs., 1.35; ozs.....ozs. 1.25       | Indian Hemp, Black, lb., .25; White.....lb. .20      | Malabar.....lb. 1.00  |
| Pyramidon.....ozs. 2.15                          | Indigo, Wild, ozs.....lb. .25                        | Mangalore, bleached, extra.....lb. 1.40   |
| Quinalden.....ozs. 1.25                          | Ipecac, lb., 1.65; powdered.....lb. 1.75             | Celery.....lb. 12-15  |
| Quassone.....doz. 10.00                          | Jalap, lb., .18; powdered.....lb. .30                | Cochicum, lb., .55; powdered.....lb. .25  |
| Quinine, Bromide.....ozs. .52                    | Kava Kava.....lb. .50                                | Conium.....lb. .18  |
| Muriate.....ozs. .52                             | Licorice, lb., 16-20; powd., 5 lbs., .12.....lb. .15 | Coriander.....lb. .18   |
| Sulphate, bulk.....ozs. 20-22                    | Lily of the Valley.....lb. .20                       | Cumin.....lb. .18   |
| Sulph., 1-oz. vials, B. & S.....ozs. 27-28       | Lovage, select.....lb. .80                           | Fennel.....lb. .16  |
| P. & W.....ozs. 27-29                            | Male Fern, select.....lb. .25                        | Fennugreek, powd., 25 lbs., .7.....lb. .19  |
| Sulphate, 5-oz. can.....ozs. 22-24               | Mandrake, lb., .18; powdered.....lb. .22             | Flax, cleaned, bbl., 6.75.....lb. 4-5   |
| 1-oz. vials, B. & S.....ozs. 27-29               | Masterwort.....lb. .18                               | ground, bbl., .08.....lb. .5  |
| Tannate.....ozs. .33                             | Mugwort.....lb. .25                                  | Hemp, bag, .34.....lb. .5   |
| Valerianate.....ozs. .55                         | Musk.....lb. .30                                     | Henbane.....lb. .45   |
| Quinolin.....ozs. 1.00                           | Nettle.....lb. .30                                   | Jambul.....ozs. .25   |
| Quinolin.....ozs. 1.00                           | Orris, Florentine.....lb. 15-18                      | Larkspur.....lb. .50  |
| Resin, Common.....lb. .4                         | powdered.....lb. 16-22                               | powdered.....lb. .60  |
| Jalap.....ozs. .90                               | angers.....lb. .80                                   | Lobelia, powdered.....lb. .65   |
| Leptandrin.....ozs. .35                          | infant.....lb. .25                                   | Lodge, lb., .65; powdered.....lb. .70   |
| Podophyllin, lb., 4.00.....ozs. .40              | Verona, powdered.....lb. .20                         | Millet.....lb. .6   |
| Scammony, U. S. P.....lb. .6                     | Parsley.....lb. .20                                  | Mustard, Black.....lb. .10  |
| White.....lb. .17                                | Pellitory.....lb. .40                                | White, lb., .10; powdered.....lb. 25-31   |
| Resorcin, White, lb., 1.50.....ozs. .25          | Pink.....lb. .40                                     | Parsley.....lb. .15   |
| Fries Bros., lb., 2.20.....ozs. .25              | Pleurisy.....lb. .25                                 | Poppy, Blue.....lb. 10-12   |
| Respirasone, Tilden's.....pt. 1.03               | Poke.....lb. .18                                     | White.....lb. .20   |
| Rheumacillate, doz., 4.80.....ozs. .40           | Pond Lily, White.....lb. .25                         | Pumpkin.....lb. .30   |
| Rheumatol.....ozs. 1.00                          | Yellow.....lb. .25                                   | Quince, German, lb., .50; Russian.....lb. .40                                       |
| Rhodinal II.....ozs. 4.00                        | Queen of the Meadow.....lb. .27                      | Rape, English.....lb. .64   |
| Rochelle Salts.....lb. 22-25                     | Rhatany.....lb. .30                                  | German.....lb. .5   |
| 50-lb. boxes.....lb. 22-25                       | Rhubarb, China.....lb. 60-75                         | Strophanthus, Green.....lb. 1.50-1.60   |
| Rodagen.....ozs. 1.00                            | powdered.....lb. 1.00-2.00                           | Sundower seed.....lb. .6-6  |
| Root, Aconite.....lb. .20                        | Sassafras, Hond.....lb. .44                          | Watermelon.....lb. .20  |
| Aithes, lb., .28; cut.....lb. .35                | Mexican, lb., .18; ground.....lb. .22                | Worm (Chenopodium).....lb. .25  |
| Belladonna.....lb. .30                           | Sonaga.....lb. .90                                   | (Santonin).....lb. .20  |
| Berberis aquifolium.....lb. .20                  | Serpentaria.....lb. .80                              | Seidlitz Mixture, 50 lbs., .18.....lb. 19-22  |
| Bitter.....lb. .25                               | Squill, select.....lb. .10                           |   |
| Blackberry.....lb. .20                           |  |   |
| Black Snake.....lb. .20                          |  |   |
| Blood.....lb. .34                                |  |   |

## TRADE-MARKS

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Ammonol Powdered.  
Ammonol Salicylate Powdered. In one-ounce bottles only.  
Ammonol Tablets.  
Ammonol Salicylate Tablets.  
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Ammonol with Camphor and Codeine Tablets.  
Ammonol with Ipecac and Opium Tablets.  
In five-grain flat oval tablets, put up in one-ounce bottles.

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| Methyl, Iodide.....lb.                     | 1.00        | Oil, Coconut, Refined, 10 lbs., 18.....lb. | .22       | Oil, Spruce.....lb.                          | .60       |
| Oxide.....oz.                              | .50         | Codliver, N. F. kegs, 30 gals., 27.00      |           | Tansy.....lb.                                | 4.00-4.50 |
| Salicylate.....lb.                         | .50-60      | to 25.00 ea.....gal.                       | 1.25-1.35 | Thyme, White.....lb.                         | 1.25      |
| Methylene, Bichloride.....oz.              | .65         | Norwegian, bbls., 30 gals., 29.00 to       |           | Turpentine.....gal.                          | .75       |
| Migraine, oz. tins.....oz.                 | 1.50        | 31.00.....gal.                             | 1.15-1.25 | Valerian.....oz.                             | .65       |
| Milk Sugar, powdered, 10 lbs., 20.....lb.  | .20-22      | Copaiba.....lb.                            | 1.10      | Verbena, true.....oz.                        | .50       |
| Morphine, Acetate.....oz.                  | 2.80        | Cottonseed.....gal.                        | .45-55    | Whale.....gal.                               | .75       |
| Muriate, is.....oz.                        | 2.80        | Croton.....lb.                             | 1.20      | Wintergreen, Betula.....lb.                  | 2.15-2.25 |
| Sulphate, is, P. & W.....oz.               | 2.80        | Croton, Eng.....lb.                        | 1.75      | Wintergreen, Synthetic, Fries Bros.....lb.   | .75       |
| 2 1/2 oz. cartons (25 oza., 2.45).....oz.  | 2.55        | Cubeb, Amer.....lb.                        | 1.15      | Wintergreen, true.....lb.                    | 3.25-3.50 |
| Moss, Iceland, lb., 12; Irish.....lb.      | 18-22       | Cumin, lb., 4.50.....oz.                   | .35       | Wormseed.....lb.                             | 3.50      |
| Musk, Tonquin, Pods.....oz.                | 14.00-24.00 | Erigeron.....lb.                           | 1.25      | Wormwood.....lb.                             | 4.00-4.50 |
| grain.....oz.                              | 22.00-24.00 | Eucalyptus, Australian.....lb.             | .90       | Ointment, Mercurial, 1 M.....lb.             | .45       |
| Nallitza.....dos.                          | 2.00        | Fennel.....lb.                             | 1.75      | 1-3 M.....lb.                                | .45       |
| Naphtha, Wood.....lb.                      | .24         | Germanum, Turkish.....lb.                  | 4.50      | Citrine.....lb.                              | .45       |
| Wood, 95 p. c., bbls., 75.....gal.         | .80-90      | French.....lb.                             | 8.00      | Oleate, Mercury, 20 p. c., lb., 3.00.....oz. | .25       |
| Naphthaline, balls, 50 lbs., 3 1/2.....lb. | .4-5        | Prepared.....lb.                           | 18.00     | Morphine, 5 p. c.....oz.                     | .40       |
| cakes and squares.....lb.                  | .6-8        | Juniper Berries.....lb.                    | 1.50      | Zinc, powd., lb., 2.50.....oz.               | .35       |
| Naphthol.....oz.                           | .18         | Wood.....lb.                               | .60       | Opium (See Gum).....oz.                      | .80       |
| Narcotine.....oz.                          | 6.50        | Lard, No. 1.....gal.                       | .90       | Orphol.....oz.                               | .80       |
| Nephritic, Tilden's.....pt.                | .82         | Lavender Flowers.....lb.                   | 2.50      | Orthoform, 1-oz. vials.....oz.               | 1.40      |
| Nickel, Bromide.....oz.                    | .30         | Chirita.....lb.                            | 2.75      | Hydrochlorate.....oz.                        | 1.80      |
| Carbonate.....oz.                          | .25         | Garden.....lb.                             | 1.10      | Pancreatin, oza., .50.....lb.                | 6.50      |
| Chloride.....oz.                           | .20         | Lemon.....lb.                              | 90-1.00   | Papain, purified.....oz.                     | 1.00      |
| Metallic.....oz.                           | .25         | 1-lb. copper cans.....lb.                  | 1.10      | Papoid.....oz.                               | 2.00      |
| Nitrate.....oz.                            | .18         | Sanderson's.....lb.                        | 1.25      | Paraffine.....lb.                            | 10-12     |
| Oxide, pure.....oz.                        | .75         | Lemongrass.....lb.                         | 3.75      | Paraformaldehyde, Tablets, Fries             |           |
| Sulphate.....oz.                           | .10         | Linseed, Boiled, by bbl., 60.....gal.      | .65-75    | Bros., lb., 3.50.....oz.                     | .35       |
| Nirvanin.....oz.                           | 3.50        | Linseed, Raw, by bbl., 58.....gal.         | .63-70    | Paris Green, 125-lb. kegs.....lb.            | 1.61      |
| Nitroglycerin, 1 per cent. Solution,       |             | Mustard, Expressed.....gal.                | .75       | 14-lb. kits, 19; 1 and 3 lb.....lb.          | .20       |
| lbs., 1.10.....oz.                         | .12         | Mustard, Essential, lb., 5.50.....oz.      | .45-50    | 1-lb., lb., 20; 1-lb.....lb.                 | .22       |
| Nosophen.....dos.                          | 4.50        | Neatsfoot.....gal.                         | .90       | Pastilles, Black Fumigating.....lb.          | .35       |
| Nutrolactin.....dos.                       | 10.00       | Neroli, Bigarade.....oz.                   | 3.50      | Red Fumigating.....lb.                       | .40       |
| Nutgall, lb., 30; powdered.....lb.         | .40         | Chirita.....oz.                            | 3.75      | Paraform.....oz.                             | .35       |
| Nutmegs.....lb.                            | .35-40      | Petale.....oz.                             | 4.00      | Paraldehyde, 4-lb. bots.....lbs.             | 1.50      |
| Nutrose, 1 lb., 4.00; 1 lb., 3.75.....lb.  | 3.85        | Olive, Malaga.....gal.                     | .75       | Pellotine, Muriate, 1 and 5 gr. vials        |           |
| Nux Vomica.....lb.                         | 8-10        | Fine Salad, 3-gal. cans, 2.50.....gal.     | 2.75      | grain.....oz.                                | .35       |
| Powdered, pure.....lb.                     | .20-25      | Orange, Bitter.....lb.                     | 3.20      | Pental, 10-gramme vials.....each             | .75       |
| Oakum, bales 50 lbs., .08.....lb.          | .12         | Sweet.....lb.                              | 2.35      | Pepper, Black, lb., 18-20; powdered.....lb.  | .22-25    |
| Oatmeal.....lb.                            | .6          | 1-lb. copper cans.....lb.                  | 2.40      | White, lb., .25; powdered.....lb.            | .30       |
| Oil, Almond, Bitter, lbs., 6.50.....oz.    | .55         | Organum, pure.....lb.                      | .85-1.10  | Pepsin, Saccharated, lb., 1.00.....oz.       | .12       |
| Sweet, True, 5 lbs., .42.....lb.           | .45-50      | Palm.....lb.                               | .20       | Pure, Armour's, lb., 4.50.....oz.            | .34       |
| Amber, crude.....lb.                       | .25         | Patchouli, lb., 7.50.....oz.               | .65       | Peronin, 1-gramme vials.....each             | 1.00      |
| rect.....lb.                               | .40         | Pennyroyal, 6 lbs., 1.50.....lb.           | 1.60      | Phenacetin (25 oza., .95).....oz.            | 1.00      |
| Anise.....lb.                              | 1.25-1.35   | Peppermint.....lb.                         | 2.85-3.00 | Pheno-Bromate, tablets or powder             |           |
| Bay, American, bot. 22 oza., 3.75.....oz.  | .35         | Hotchkiss.....lb.                          | 3.35-3.50 | (10 oza., less 10 p. c.; 25 oza., less       |           |
| West Indies, bot. 23 oza., 3.50.....oz.    | .50         | Redistilled.....lb.                        | 4.00-4.25 | 10 p. c. and 5 p. c.).....oz.                | 1.00      |
| Benne.....gal.                             | 1.00        | Petroleum, crude.....gal.                  | .35       | Phenocoll, Hydrochloride, 25 grammes         |           |
| Bergamot.....lb.                           | 2.65        | Lubricating, gal., 20; Refined.....gal.    | .12       | vial.....lb.                                 | 1.50      |
| Bergamot, 5-lb. cans.....lb.               | 2.40        | Pimento, lb., 2.90.....oz.                 | .25       | Phosphorus.....lb.                           | 1.00      |
| Sanderson's.....lb.                        | 2.50        | Rhodium, true, lb., 8.00.....oz.           | .75       | Phosphotal, lb., 10.00.....oz.               | 1.00      |
| Black Pepper.....lb.                       | .75         | Rose, Kasanlik.....oz.                     | 4.50-5.00 | Pilocarpine, Muriate, 5, 10 and 15 gr.       |           |
| Cade.....lb.                               | .30         | Rotu Pappasglou.....oz.                    | 6.00      | vials.....grain.                             | .6        |
| Cajuput.....lb.                            | .75-88      | Rosemary, Esprit.....lb.                   | 1.50      | Piperazine, pure, 10 oza., 3.80.....oz.      | 4.25      |
| Opaleum.....oz.                            | .50         | Tricote.....lb.                            | .60       | in tubes, Schering's, 10 gramme tube         |           |
| Caraway.....lb.                            | 1.75        | Rue, lb., 8.00.....oz.                     | .30       | Piperin.....oz.                              | .65       |
| Cassia.....lb.                             | 1.00-1.10   | Salad Unica.....gal.                       | .50-55    | Pitch, Black.....lb.                         | .6        |
| Castor, 40-lb. can, 12.....lb.             | 12-14       | Sandalwood, W. I., lb., 8.00; Engl.....lb. | 5.50      | Burgundy.....lb.                             | 2-3       |
| Cedar Leaves, Amer.....lb.                 | .90-95      | Sassafras.....lb.                          | .75       | Pixine, 2-oz. jars.....dos.                  | 2.00      |
| Chaulmoogra.....lb.                        | 2.50        | Savin.....lb.                              | 1.40      | 1-lb. jars.....dos.                          | 10.00     |
| Cinnamon, Ceylon, lb., 15.00.....oz.       | 1.10        | Spearmint, lb., 5.50; H. G. H.....lb.      | 5.75      | Veterinary, 2-oz. tins.....dos.              | 2.00      |
| Citronella.....lb.                         | .80-85      | Sperm, Winter, Elea.....gal.               | 1.00      | 8-oz. tins.....dos.                          | 4.00      |
| Clove, 5 lbs., .90.....lb.                 | .95-1.00    |  |           |  |           |

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ST. LOUIS.

FISCHER CHEMICAL  
IMPORTING CO.,

14 PLATT ST., NEW YORK.

Sole Agents for the United States and  
Canada for

Eosot, Valerianate of Creosote.

Geosot, Valerianate of Guaiacol.

URIGEDIN STROSCHEIN.

EOSOLATE OF CALCIUM.

EOSOLATE OF QUININE.

EOSOLATE OF SILVER.

The new Sulpho-Acid Salts of the  
Aliphatic Creosote Esters.

SPINOLUM SICCUM

Organic Vegetable Iron-Compound.

Literature Furnished on Application.

## YOUR PROFIT

SHINN'S LIQUID BENNET  
IS ONE OF THE GOOD  
THINGS THAT BALANCE  
THE TEN PER CENT.  
PROFIT ON MANY  
ARTICLES YOU SELL.  
EVERY BOTTLE  
GUARANTEED.SHINN & KIRK  
PHILADELPHIA, PENNSYLVANIA

## BIG PROFIT

Are you an "up to date" Druggist?

—THE—

Berry Face Cream

and Freckle Ointment

has stood the test for the last 8 years, and all drug-  
gists should have a stock on hand.

## WHY?

BECAUSE they give perfect satisfaction, or  
MONEY REFUNDED.No lady will be without these Creams after once  
using them.

Beautifies and Preserves the Complexion.

We have thousands of testimonials to this effect.  
Small samples supplied free with all orders from  
the Trade.

Berry's Face Cream retails at \$1.00 per Jar.

Costs you \$6.00 per doz.

Berry's Freckle Ointment retails at 50c. per Jar.

Costs you \$3.00 per doz.

DO IT NOW!

BERRY CHEMICAL CO.,  
58 Fifth Ave., Chicago.

# American Druggist "WANTS" Page.

**T**HIS Department is intended to be used as a medium for the exchange or sale of stores, the employment of clerks, and the securing of situations. Suitable notices of moderate length under this heading inserted one time free for subscribers; for each additional insertion Fifty Cents will be charged. Advertisements not in the foregoing classification Forty Cents per line.

## SITUATIONS VACANT.

**JUNIOR** with one or two years' experience wanted for a prescription pharmacy in town near New York. Apply at once to "H. F. C.," care of AMERICAN DRUGGIST.

**WANTED.**—Good junior clerk with one or two years' experience; must be of good address and excellent habits. Address "Main," care of AMERICAN DRUGGIST.

**WANTED.**—We want an unlimited number of experienced clerks and traveling salesmen for positions in all States. Employers, we can refer you to competent men. Address N. P. A., 616 Holland Building, St. Louis, Mo.

**WANTED.**—A Junior Pharmacy Clerk; theoretical and practical instruction offered by me to a suitable one. A. Drescher, care of AMERICAN DRUGGIST.

## SITUATIONS WANTED.

**WANTED.**—Pharmacist (experienced) desires position on the road as detail man and salesman; is also a graduate of medicine; age 34; temperate; speaks German; can furnish first-class references as to character, etc. Address Salesman, care of Rothenberg's Pharmacy, 1293 Lexington avenue, New York City.

**SITUATION WANTED.**—English pharmacist with first-class experience in manufacturing analytical work, good business training, wants a position with American firm in England; manufacturing or executive work, or would represent good proprietary house. Address Surrey, care of AMERICAN DRUGGIST.

**WANTED.**—Relief work by graduate; registered New York and New Jersey; honest; reliable; speaks German; well experienced. Address Pharmacist, 222 Bushwick avenue, Brooklyn, N. Y.

## BUSINESS OPPORTUNITIES.

**FOR SALE.**—An old and well established drug store doing a good business, located in one of the best cities on Puget Sound, State of Washington; reason for selling, losing health, tired out; splendid, clean stock; good location; cheap rent. For particulars address "Washington," care of AMERICAN DRUGGIST.

**FOR SALE.**—Fine drug stock in thriving village of 8,000 in New York State; clean stock, cash trade, well established; full prices on patents; rich dairying section; expenses light; one other druggist; a splendid opportunity just now; expect to engage in manufacturing; price \$4,000. Address "Phenalmid," care of AMERICAN DRUGGIST.

**TO LET.**—Elegant corner store, just suitable for druggist, 279 Irving avenue, Brooklyn. For particulars, J. Marlenhoff, 428 Knickerbocker avenue, Brooklyn.

**DRUG STORE FOR SALE.**—A liberal discount will be given from the inventory to a cash customer who has sufficient means to handle one of the best drug stores in western New York; no cutting in prices. For particulars address "Thompson," care of AMERICAN DRUGGIST.

**SLIPPERY ELM BARK** for sale; last year's crop; in bundles; make offer for all or part of 5,000 pounds. Tallor Lee, St. Paul, Minn.

**PATENT MEDICINES** bought, sold and exchanged; send us your list and get our terms. D. M. Brunor, 2543 Eighth avenue New York City.

## SPECIAL ATTENTION.

I buy and sell Drug Stores exclusively. Expert service. Special Plan. Drug Men furnished positions. Employees furnished. It will pay you to write for particulars.

F. V. KNIEST, R.P.,

"The Drug Store Man,"

624 N. Y. L., ОПАНА, NEB.

**AGENCY WANTED.**—A qualified Dutch chemist at Surinam, with great experience in all departments of wholesale drug trade and wide connections with Eastern trade, wants sole agency for American business. "C. A. V. S.," care of AMERICAN DRUGGIST.

**SHEEP DIP, ETC.**—A gentleman with special knowledge of the trade and an extensive connection in South Africa wishes to represent a manufacturer of sheep dip in that country; 11 years' experience. Address "Dip," Box 671, Sells Advertising Offices, London, England.

## THE STRICKLAND DRUG AGENCY AND DRUG CLERK'S REGISTRY OFFICE.

Established in 1863 in our present office for the sale of Drug Stores and allied business only.

**NEW YORK CITY:** Amsterdam Ave., elegant large store, select corner, \$5,500; \$3,000 cash, sales \$35 day.—Third Avenue, sales \$30; the wide awake druggist in this location can do \$75 daily; a transient section; 5 years' lease, \$1,500 yearly; big corner.—Rent \$100, large prescription trade, about \$5,000 yearly, average sales \$30,000 yearly, located in mixed trade section, transient; you can buy right, price on liberal terms, privilege to stay one month on trial behind the counter before commencing sale.

**BROOKLYN:** \$15 daily; \$3,000, \$500 cash; fine corner.—\$2,000 buys the best store in the city for the price, large, well stocked, rent \$40, three and a half years' lease.—East New York, \$22 daily, price \$4,000, transient section, 1/4 cash imperative.

**SOUTH L. I.:** \$7,000 sales, rent \$30 per month, four living rooms, American town, price about inventory.

**NORTH L. I.:** \$5,000 yearly trade, price \$2,500, 1/2 cash.—I have a real bargain for \$500 total price, L. I. near city.

**LONG ISLAND:** \$7,500 yearly sales, rent \$50 whole house; 18 prescriptions daily; German speaking druggist best for this store.

**WEST HESTER COUNTY:** \$15 daily trade, hang up store, rent \$50, long lease, very large corner store, the owner unregistered cause of sale, \$1,500 cash will do.

**HUDSON RIVER:** \$7,500 sales yearly, \$200 cash will do, well located, good town, established 30 years, price \$3,000.

**NEW YORK STATE:** Sales \$100 daily business, big stock, rent \$35, price \$14,000, security good as cash as to this deal.

**NEW JERSEY:** Sales \$30 daily, 1/4 cash the terms, price \$6,500, rent \$425 yearly, whole house.—We offer vicinity Morristown; Sales \$16, beautiful store for \$2,500; a young single man for this store, 1/2 cash will do.—Asbury Park and building. Difficult to buy a building there. A good chance.—Vicinity Atlantic City, a large business. Here is a chance.—If you want to bump up among the millionaires I have a cherry vicinity Lakewood.

**CONNECTICUT:** New Haven, 8. Norwalk, Danbury, vicinity New London and Bridgeport we have good offerings.

**NORTH CAROLINA:** Choice town, sales \$10,000, rent \$65, store 35 x 75, invoice will purchase, vicinity Asheville, year round business.

**PENNSYLVANIA:** Near Stroudsburg, sales \$7,000 year, rent \$35, town with two stores.—Vicinity Athens we offer a good business.—York: \$24,000 yearly trade, large flourishing enterprise.

**OHIO:** Akron, \$15,450 yearly trade, exquisitely arranged, clean, up-to-date, a profit maker, price \$10,000 spot cash.

**COLORADO:** If you can procure in a certain section a business free of whiskey trade you get a gem. I offer one of that character doing \$2,000 yearly trade, at invoice. The most exquisite business in the state.

**THE STRICKLAND DRUGGISTS' AGENCY.**  
36 Beekman St., New York City.

**WRITE to R. Addis & Son, LONDON**  
**BRUSH WORKS, LONDON, Eng.,**  
for illustrations and prices of all kinds  
of TOOTH BRUSHES.



Contractors to H. M. GOVERNMENT.

**T**HE following Advertisement is one of a series now being run in all the important Horse and Farm Papers in United States, Canada and England.

Your demand for **ABSORBINE** will be greatly increased. Regular Jobbers can supply you. Mail me your card so I can place it on file and refer inquiries from your section to you for supplies.



## ABSORBINE

Removes the Inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. \$2.00 per bottle delivered. Book 12-B free.

**ABSORBINE, JR.,** for mankind, \$1.00 Bottle. Cures Bunions, Corns, Chilblains, Sprains, Etc., quickly. Genuine mfd. only by

W. F. Young, P.D.F., 49 Monmouth St., Springfield, Mass.



**FOR** cleansing everything about a drug store or soda fountain there is nothing equal to Hoffman's

**Barkeeper's Friend**

Marble, Glass, Nickel, Brass, Copper, Tin and German Silver

can all be cleaned and polished with it easier than with anything else. Let us send you a FREE SAMPLE.

Highest Award, Chicago World's Fair, 1893, Louisiana Purchase Exposition, St. Louis, Mo., 1904.

**GEO. WM. HOFFMAN,**  
295 E. Washington St.  
Indianapolis, Ind.

**FOR SALE BY JOBBING TRADE**

## THE WEST.

**A Chicago Daily Takes Up Poison Sales—Reform Demanded—Druggists Should Act—More Drug Stores Robbed.***(From our Regular Correspondent.)*

Chicago, September 21.—An editorial in one of the leading local newspapers has called attention to lax conditions governing the sale of poisons in Chicago, as well as the handling of harmful drugs in general. It is urged that a child can buy cocaine and morphine whenever a druggist sufficiently unscrupulous to make the sale can be found. It is said that such traffic is now going on. Of course, in the better class of stores such sales would not be made under any conditions, unless there was a physician's order. Unfortunately all do not have the same moral standards. It is on account of the laxity in this regard that efforts are being made to secure the passage of a law that will make the order of a responsible physician virtually obligatory before the sale can be made. It has been suggested that the druggists themselves could throttle this evil if they would attack it in a determined manner and expose those who make improper sales whenever information of such misdoing reaches them. As long as the guilty ones continue in business, it has been pointed out, just so long will there be a certain odium connected with the business, for at every exposure the druggist implicated is held up for public condemnation.

**DESPERATE STRUGGLE WITH BURGLARS.**

Thieves who recently entered the store of John Dietz & Brother, 3901 Wentworth avenue, made an unsuccessful effort to kill Henry Tietz, 27 years old, because that plucky young man fought with the intruders. Tietz grappled with one of the robbers and the other placed his revolver against the clerk's body and fired. Tietz then released the burglar and went to the telephone to call a physician. While he was at the telephone he was again shot in the shoulder. The thieves escaped. Mr. Tietz was taken to the Lakeside Hospital, where the doctors believe he will recover. The same night thieves got into the store of George Bollinger, at State and Thirty-eighth streets. They rummaged through the basement but failed to get anything of value.

**NOTES.**

Wayne C. Jones, treasurer of the Eli Lilly Company, Indianapolis, visited the Chicago branch office recently for a conference with Sales Manager F. L. E. Gauss and to meet Local Manager Robert Hevenor.

Chas. L. Gleeson, sales agent for P. E. Anderson & Co., importers and exporters, of New York, has been in this city renewing acquaintances and shaking hands with his old friends. Mr. Gleeson spent part of his summer in Canada, combining business and pleasure. He is one of the most successful electric lights of commerce that comes to Chicago.

Walter Schmitt, who has been for four years assistant in chemistry in the University of Illinois School of Pharmacy, leaves the school to take a position in the chemical laboratory of Armour & Co., Chicago. Albert H. Clark has been appointed to succeed Mr. Schmitt. Mr. Clark is a graduate of the school, with honors, and was prescriptionist for R. N. Dodds, at Springfield, Ill., for more than ten years. Later he was employed in the chemical laboratory of the Searle & Hereth Company.

The Frank S. Betz Company has introduced a perfume department, having invested about \$35,000 in that part of the business. The capital stock of \$750,000 is to be increased to \$1,000,000. Mr. Betz and his wife and three sons are in Europe. He will be absent from the plant about two months and will leave his two sons in Germany to be educated. While abroad he will make a number of connections in England and on the Continent with firms to represent them. Mr. Betz started in business ten years ago in one room and with little or no capital. To-day he has nearly 500 men on his pay roll and he also contracts for the entire output of a number of factories.

## THE SOUTH.

**Trade Good in New Orleans in Spite of the Yellow Fever—Drummers Inconvenienced by Quarantine—Three New Stores on Canal Street—Druggists' Baseball Realizes Twelve Thousand Dollars for Fever Sufferers.***(From our Regular Correspondent.)*

New Orleans, September 18.—Trade conditions in New Orleans are exceptionally good and indications are that they will continue so. The business being done by the druggists here is excellent, and there is every indication that more than favorable conditions will continue to prevail. The fever situation is practically as it was two weeks ago, excepting that the mortality has decreased remarkably. That the fever is in check there is little doubt, but the object of the authorities is to stamp it out entirely.

**TRADE GOOD DESPITE THE YELLOW FEVER.**

Trade with the country is good. This is the least that can be said of it. The conditions brought about by the epidemic and which it was believed would hurt business a great deal have not had that effect, and all in all the business done by the druggists here is better than that done in many preceding years at the same time. Little out of the ordinary has developed. The drummers, on account of the quarantines, are unable to come and go as heretofore, but that is natural, and no serious effects are being felt. Many of the drummers were out of New Orleans when quarantines were declared, and these have stayed out all the time. Those who were here went into detention camps and put in the necessary time there in order to get into their respective territories.

**THREE NEW STORES ON CANAL.**

The first of these will be the Paragon Drug Store, which is now being stocked and which will be opened October 1. This store is one of the handsomest on Canal street. It occupies the ground floor of the Macheca Building, and the Macheca Bros., who own the big Canal street building, are the principal backers of the Paragon Drug Company. For display purposes the Paragon has an admirable site. Two large and roomy show-cases have been installed. A splendid soda fountain has been made part of the equipment of the new store and will add to the attractiveness of its interior.

Katz & Besthoff will be ready to start to work on their new store within a short time. They will occupy the building now occupied by the Truefit Clothing Company, in Canal, between Carondelet and St. Charles streets, and will open their store just as soon as they can prepare the building. The Truefit people will move out October 1, and the drug men will then take charge of the building.

Another new drug store for Canal street is assured for November 1. This is the handsome establishment which E. Huberwald, for many years manager for the American Drug Store, will open in the block between Burgundy and Rampart streets. The location Mr. Huberwald has secured is admirable. The building is a large structure and has 40 or 50 feet frontage on Canal street. It was formerly occupied by one of the "Penny Wonderlands" and affords ample accommodations for an unusually large drug establishment. Mr. Huberwald's store will be named the Economical Drug Store and will be fitted in the latest and most modern style. The work of alteration has already begun, and it will be opened by November 1. The Economical Drug Store will be just a short distance from the American Drug Store, which for so many years has been successfully managed by Mr. Huberwald. It is the third new store which will be opened on Canal street before the first of next year.

**DRUGGIST INITIATES MOVEMENT FOR AID OF YELLOW FEVER SUFFERERS.**

Probably one of the most successful movements started in this city for the benefit of the yellow fever fund was that which originated in the office of the Parker-Blake Company

# Armour's Hot

## The Best and

### CARNATION CHINA URN FREE

Strikingly Handsome and Original

**Description.**—The Urn is 29 inches high, and has a Carlsbad China cylinder fitted over a 2-gallon copper tin-lined water tank that will not rust, on a nickel base, with water gauge and wrought iron legs, and a gasoline heater. It is richly finished and decorated, and is an ornament to any counter. If properly handled it will last for years.



FREE WITH EACH

#### Carnation China Urn Case

The price asked for this Case is the list price of the supplies it contains for making drinks. Positively no charge is made for the China Urn, Mugs, etc. Each Case contains sufficient supplies to make about 2000 drinks. Price of Urn and Stove when not packed with the above assortment \$10 net. Sold by all wholesalers. Send for catalogue of all offers.

#### Carnation China Urn Case

Price, \$25.00 East of Missouri River

Price, \$30.00 West of Missouri River

THIS OFFER IS LIMITED.

We reserve the right to discontinue it at any time

#### CONTENTS OF EACH CASE

|  |      |  |            |
|--|------|--|------------|
| One China Urn, complete, with Gasoline Heater..... | Free | Four 2-lb. Fancy Jugs Vigoral (New Porcelain Jug)..... | List Price |
| Six Carlsbad China Mugs.....                       | "    | One 12-oz. Bottle Tomato Bouillon.....                 | " "        |
| One Vigoral Hanger, "The Drinking Girl".....       | "    | One 5-lb. Bottle Tomato Bouillon.....                  | " "        |
| One French Plate Glass Vigoral Sign.....           | "    | One 12 oz. Fluid Beef.....                             | " "        |
| One French Plate Glass Hot Beef Tea Sign.....      | "    | One 5-lb. Bottle Fluid Beef.....                       | " "        |
| One French Plate Glass Tomato Bouillon Sign.....   | "    | Two 1-lb. Bottles French Bouillon.....                 | " "        |
| Twelve Strip Signs.....                            | "    | Two 2-lb. Jugs "A-A" Fluid Beef.....                   | " "        |
| A Card of Directions.....                          | "    | Four 1-lb. Cans Chicken Broth.....                     | " "        |

THIS URN FREE WITH EACH

### Vigoral Urn Case

Price, \$20.00 East of Missouri River.

Price, \$25.00 West of Missouri River

#### CONTENTS OF EACH CASE



|   |            |
|---|------------|
| One Patent Urn, with Reservoir.....   | Free       |
| One Odorless Gasoline Stove — new.....  | Free       |
| (Will burn 10 to 12 hours without refilling)                                  |            |
| Six Carlsbad China Mugs.....  | Free       |
| (Original Carnation decoration; very handsome)                                |            |
| One Vigoral Hanger, "The Drinking Girl".....                                  | Free       |
| (A new one in 12 colors)  |            |
| One French Plate Glass Vigoral Sign.....                                      | Free       |
| One French Plate Glass Hot Beef Tea Sign.....                                 | Free       |
| One French Plate Glass Tomato Bouillon Sign.....                              | Free       |
| (Elegant signs in colors)   |            |
| Twelve Window and Mirror Signs—new.....                                       | Free       |
| (Just the signs to paste on mirrors and windows on a cold day to catch trade) |            |
| Four 2-lb. Jugs Vigoral.....  | List Price |
| One 5-lb. Bottle Fluid Beef.....  | List Price |
| One-fourth Dozen large size Bottles Fluid Beef.....                           | List Price |
| One 5-lb. Bottle Tomato Bouillon.....   | List Price |
| Two 1-lb. Cans Chicken Broth.....   | List Price |

Supplies sufficient to make from 1200 to 1600 drinks in each case. The price asked for this case is the list price of the supplies it contains for making drinks. Positively no charge is made for Urn, Mugs, etc., etc. Order at once to secure Urn. Trade supplied by all jobbers. Receipts for serving in each case.

Price of Urn and Stove when not packed in Vigoral Urn Case, \$7.00 net.

## ARMOUR & COMPANY, Chicago

# Drink Supplies

Go Farthest



A NEW OFFER!

## Vigoral Dispensing Case

Price, \$7.20 Each

### CONTENTS OF CASE

One 2-lb. Fancy Jug Armour's Vigoral.  
Two 2-lb. Fancy Jugs Fluid Beef.  
One 2-lb. Fancy Jug Armour's Tomato Bouillon  
One-half Dozen Imported China Mugs, (Carnation Decoration)  
One Vigoral French Plate Glass Sign  
One Tomato Bouillon Lithographed Hanger  
One Set (6) Strip Window Signs

Each case contains sufficient supplies to make 700 to 800 drinks. All goods packed in fancy dispensing jugs. A big profit in this case.

Trade Supplied by all Jobbers



**TOMATO BOUILLON.** For Oyster Cocktails and Hot Drinks. Will keep indefinitely in any climate.

## VIGORAL The Most Delicious of all Beef Drinks

For serving hot drinks, bouillon, broth, etc. A combination of all the stimulating properties of prime lean beef, highly seasoned, and ready for immediate use. May be served hot or cold. You cannot make a poor drink if you use Vigoral.

### CHICKEN BROTH

A concentrated Chicken Broth, possessing the real chicken flavor. It is packed in one-pound packages only. If entire can is not used at the time it is opened it should be set on ice, otherwise it will not keep for any length of time after it is opened.

### FRENCH BOUILLON

A seasoned Fluid Beef of delicate and piquant flavor.  
1-lb. Bottles. 2-lb. Fancy Jugs. 5-lb. Bottles or Jugs.  
10-lb. Jugs. Also packed in 4-oz. Bottles.

### CELERY BOUILLON

Where a celery flavor is desired this product will give entire satisfaction.

2-lb. Fancy Jugs. 5-lb. Bottles or Jugs. 10-lb. Jugs.

### MOCK TURTLE

Has a tempting flavor. A popular drink.  
2-lb. Fancy Jugs. 5-lb. Bottles or Jugs.



2-lb. Jug Vigoral

ARMOUR & COMPANY, Chicago



and which netted the yellow fever fund something over \$12,000. It was the scheme of C. C. Johnston, treasurer of the big drug company, and was carried out last Saturday at Athletic Park. It consisted of a ball game and other amusements and was known as the Diamond Festival. One of the largest crowds that has ever attended Athletic Park was present last Saturday when the festival took place. New Orleans turned out in its best clothes in honor of the event and all the business houses closed. Too much credit cannot be given to Mr. Johnston and the men with him who carried out the scheme. The ball teams were the Parker-Blakes and the Glycozones. The latter won the game by the score of 4 to 0.

#### SOUTHERN NEWS NOTES.

An elaborate programme has been arranged for September 16, and will be carried out to the letter.

The Brandon Drug Company has been organized at Brandon, Miss., with W. S. Barnes, a well-known resident of that town as manager. Mr. Barnes is a successful business man and success is predicted for him in his career as a drug man.

S. J. Stewart has opened Stewart's Pharmacy, at 2300 Baronne street, corner Philip street, this city. He has a handsome establishment there, and is in a very desirable location. Success will doubtless attend his efforts to build up a good trade in that vicinity.

Dr. Hosey, well known in Meridian and that section of Mississippi, has organized the Enterprise drug store and is now getting ready to launch the enterprise on its career. He is well and favorably known and his project is backed by some of the best men in the Mississippi town.

Arthur D. Parker, of the Parker-Blake Company, recently interested himself with W. R. Irby, and together they bought the Sherrouse Medicine Company, manufacturer of Tichenor's antiseptic. The deal is looked upon as a paying investment. The purchase price was not stated.

The \$366 worth of Glycozone donated by Charles Marchaud, of New York, to the city of New Orleans, has been bought outright at cost price by the Parker-Blake Company. Mr. Marchaud donated the goods to be sold, the proceeds to go to the yellow fever fund. The money has already been placed to the credit of the fund.

At the present time the New Orleans druggists are very indignant over the action of the Van Vleet Company, of Memphis, which recently sent out circulars to the trade offering to assume all obligations of the New Orleans houses in the way of trade contracts at 6 per cent. In this way it has endeavored to secure the trade controlled by the New Orleans houses. It has been successful to a small extent.

Indirectly defending the action of the Van Vleet Company, a Memphis morning paper recently stated that Memphis druggists had written offering their aid to the New Orleans houses, and extending to these companies the use of their respective laboratories. This statement has been investigated, and it develops that none of the New Orleans houses has received such an offer from Memphis.

#### To Give Free Scholarship.

The New Orleans Item is conducting a very interesting contest; it proposes to give a full scholarship in the New Orleans College of Pharmacy to the young person who gets the largest number of coupon votes. The coupons are clipped from the daily issues of the paper. The trustees and faculty of the New Orleans College of Pharmacy have decided to offer a handsome gold medal to the students making the highest mark and best record during the course prescribed.

"Isn't that a brigantine that's just coming up?" inquired the first passenger.

"I think not," replied the seasick man nearby. "I don't remember having eaten a brigantine."—*The Philadelphia Press*.

#### A French Pharmacist Held for Homicide by Imprudence.

Monsieur Bonnet, pharmacist, Faubourg St. Antoine, Paris, and his laboratory porter, Pozlés,<sup>1</sup> were tried by the Tenth Criminal Court recently for "homicide and complicity in homicide by imprudence."

On May 19 last Madame Marchand, a railway man's wife, sent her husband to the pharmacy in question for 3 cents' worth of ipeca. The emetic was for her daughter Lucie, a child of eight, whom she feared had commenced to develop whooping cough.

"I had opened the pharmacy earlier than usual," Pozlés stated in court, "and I did not wish to disturb M. Bonnet because the customer was in a hurry. I am convinced the word 'Ipeca' was on the bottle I opened. I can read and write well enough, and I was accustomed to serve trifling orders at a similar situation I held in the provinces."

Unfortunately, "the whitish powder" he served was nux vomica and the child died in a few hours.

"The bottle containing the nux vomica was in the poison cupboard," stated Monsieur Bonnet. "But I had been called to serve chloroform during the night and probably left the key in the lock by mistake."

(The French law requires the poison cupboard in pharmacies to be kept locked.)

It was not his habit, he added, to allow the laboratory porter to serve. He had an assistant, who had not arrived when M. Marchand called. He had caught Pozlés selling articles—glassware canules—a few days before and had threatened him with immediate dismissal if he served anything whatever again.

The parents claimed \$2,000 damages, and the Court condemned the pharmacist and the porter to "jointly" pay \$1,000. M. Bonnet was likewise sentenced to one month's imprisonment and Pozlés to three months, but as both benefit by the First Offender's act and are not likely to appear in court again this part of the punishment is purely nominal.

As a matter of fact, it is an open question whether the pharmacist is even technically responsible for the child's death. The mother went to a doctor, who at once wrote out an order for the immediate admission of the child to the Trousseau Hospital and for the application of a stomach pump. But at the hospital she was received by a "stout man," who declared the dying child "a born idiot, who wanted a box on the ears," and told the mother to "take her home and put her to bed!" This charming specimen of Bumbledom is probably the direct cause of the decease for which a pharmacist has been condemned, and it is not to the credit of the administration of the Paris hospitals (humanely and intelligently conducted institutions as a rule) that the "stout man" "could not be identified" when the trial came on.

#### A College Hold Up.

An "announcement" of a college of pharmacy comes to hand with 19 pages of advertising and 20 pages of information concerning the college. A college of pharmacy or any other college which hasn't sufficient funds to enable it to get out an annual announcement without "holding up" business houses for advertising has no excuse for further existence, and a college which has the necessary funds but deliberately engages in the hold-up game has no excuse for ever having been brought into existence.—*Western Druggist* for August.

#### Not There.

Mrs. Nagget: "There, stupid! There's the iodine in that bottle. Hand it to me."

Mr. Nagget: "Where?"

Mrs. Nagget: "Oh, pshaw! in that bottle. Can't you see the label, 'Tinct. Iodine?'"

Mr. Nagget: "No, my dear, that's extinct iodine. The bottle's empty."—*Philadelphia Press*.

<sup>1</sup> Other accounts spell it Paulières.

**The College House of the Philadelphia College of Pharmacy.**

Two years of successful work have fully justified the views held by its promoters when they resolved to found a dormitory for the oldest college of pharmacy in America, says Prof. E. Fullerton Cook in a circular recently issued by him. The circular continues: But it is more than a "place to sleep in." It has meant to the majority of the young men who have lived there for the past two years a home in the best sense of the word. Friendships have been cemented and associations created which will never be forgotten and which will result in lasting good. Truly there is no "royal road to learning." The new curriculum, which goes into effect in October, means more and better work on the part of each man than it has ever meant. But what better investment can a young man have than a thorough and comprehensive knowledge of the profession of his choice? The college has done her part nobly in the past and stands to do far better work in the future.

Older graduates speak in sad terms of the cheap boarding house, with its meager bill of fare, and worse than that, the cold room, the cheerless surroundings, the solitary midnight grind over books, and the weary looking forward to the final examination and its terrors. The College House heartens a man. He meets there others who are bearing the same kind of burden and the association proves the truth of the trite saying, "A fellow feeling makes us wondrous kind." But more than this, it develops a spirit of helpfulness. Each man is anxious to give his friend pointers, and whether the pointers always "point" to what one is going to get in examination is not so much to be considered as the fact that, after all, the man has added to his stock of knowledge, and the pointers are not wholly lost. Any one can see that cheerful companionship and bright surroundings are conducive to study and to the development of all that is best in American manhood.

The College House opens in September with brighter and better prospects than ever before. At this time, August 15, three-fourths of the rooms have been engaged. It is therefore important that all students wishing to avail themselves of its privileges should apply at once for rooms. It is certain that with enlarged classes there will be more applications than can be filled. A schedule showing the location of the rooms and giving terms will be furnished on application to Prof. E. Fullerton Cook, 145 North Tenth street, Philadelphia.

**George Lueders & Co. Double Their Facilities.**

The well-known importing house of George Lueders & Co., of New York, has recently doubled its facilities for business by acquiring the five-story building at 220 Pearl street in addition to its present quarters at 218 Pearl street. It has on hand a very large assortment of essential oils, essences, vanilla beans, drugs and chemicals in the perfumery and flavoring line. There are at present 12 salesmen traveling for the firm, and in addition to the large quarters in New York City there are branch houses in Chicago, San Francisco and Mexico City. This firm has first hand connections in all parts of the world, and it is well worth while to inquire prices of it.

**Reduction in Price of Stearns' Antitoxin.**

The past method of marketing antidiphtheric serum has been unsatisfactory alike to physician, patient, druggist and manufacturer. The abuse of exchanges, which has been excessive and is peculiar only to American antitoxin establishments, has caused the seemingly high cost.

Frederick Stearns & Co. announce that they propose to remedy this condition: First, by reducing the list selling price of their diphtheria antitoxin; secondly, by offering more liberal discounts to druggists (40 per cent.), so that they can sell to physicians at 25 per cent. from list; thirdly, by discontinuing the exchange feature entirely and setting an expiration date of at least 18 months, demonstrated by recent authorities as fully warranted, thereby obviating the necessity of renewal.

Stearns' diphtheric antitoxin, in the Simplex syringe, is now

offered in three packages only, which experience has shown to best fulfill all clinical requirements:

|                                    | New list price. | Net to druggists. | Old list price. |
|------------------------------------|-----------------|-------------------|-----------------|
| No. 1. 1,000 units (immunizing)... | \$1.75          | \$1.05            | \$2.00          |
| No. 2. 2,000 units.....            | 8.00            | 1.80              | 8.50            |
| No. 3. 3,000 units.....            | 4.00            | 2.40              | 5.00            |

Discount to druggists of 40 per cent. from new list price.

The price of the streptolytic serum made by Stearns has also been reduced, the new price being \$3 per package, less 40 per cent. to pharmacists or less 25 per cent. to physicians.

**Registered in Illinois.**

At the meeting of the Illinois State Board of Pharmacy in Chicago, September 12, 13, the following passed successful examinations as registered pharmacists, assistant pharmacists and registered pharmacists under Section 5 of the Pharmacy law:

Registered Pharmacists: A. L. Hault, Chas. L. Higgins, Curt Krieger, Isaac Sissman and F. H. Winters, all of Chicago, and E. B. Anthony, Kewanee; Frank Baker, jr., Rochelle; Geo. R. Fithian, Newton, and C. F. Powell, Lee.

Assistant Pharmacists: H. E. Anderson, Percy von Bachelie, D. T. Cropp, I. B. Fouchsman, A. A. Henkel, D. L. Holland, R. F. Mayfield, E. W. Mosley, Ewald Nudelman and Benj. Spear, all of Chicago, and H. C. Dusenich, Monmouth; S. P. Roush, Danville, and S. H. Veaco, Chicago Heights.

Registered Pharmacists, Section 5: Chas. W. Crawford, Theodore Karmen and J. F. Martin, of Chicago, and Gilbert J. Brady, Litchfield, and Jas. S. Day, Clinton.

The next meeting of the Illinois State Board of Pharmacy for the examination of applicants for registration will be held in Springfield, on Tuesday, October 10.

On Tuesday, November 14, the board will hold a meeting in Chicago for the examination of applicants for registration who have not heretofore passed the preliminary test required. On the following day, Wednesday, November 15, an examination will be held for those who have previously passed the preliminary test. Applications should be filed with the secretary of the board, F. C. Dodds, Springfield, Ill., in advance.

**To the American Pharmaceutical Association.**

BY HELEN ALPERS.

The monks of St. Bernard have heard a call  
Re-echoing from the dizzy mountain height;  
Some one needs succor in the darksome night.  
Oh, may they help before destruction fall!  
The way is rough and steep, but they recall  
The marks that others left to guide them right  
On rocky slopes: their holy vows they've made,  
That in their willingness to aid they'd give their all.  
To rescue Pharmacy you climb the height,  
To save from where by Commerce she is driven.  
The way is marked by others who have striven  
To do their utmost for her sorry plight.  
And when from Greed and Gain she shall be freed  
She'll be Profession, both in name and deed.

**Improvements at the B. P. C.**

The Brooklyn College of Pharmacy has undergone a renovation during the summer recess. The walls of the main lecture hall have been treated to a coat of oil paint and the ceilings decorated. In addition to this a new system of steam heated radiators has been installed on the lecture platform, the coils of eight pipes being fitted like a frame work around the black-board, in front of which the lecturer stands. The library has been made more attractive by the application of a coat of light green washable paint to the walls and by artistic ceiling decorations, making the room a most cosy and comfortable retreat.

**"Hot Stuff"; Its Making and Serving.**

Druggists and all firms who have soda fountains must begin to think about their "hot stuff" business for the coming fall and winter. Hot chocolate and other familiar drinks will be as popular as ever, but there are many new drinks this season, and no one should be behind the times by not having these when called for. By sending to the L. A. Beeker Company, 911 Halsted street, Chicago, any one can get the firm's "Hot Stuff" book, which tells all about these new drinks, what is needed

## THE DJAMSE.

The native masters in the art of mixing medicine show a decided partiality to very complicated prescriptions, *tout comme chez nous* in the days of ignorance, the infancy of therapeutics. The Chinese druggists always keep in readiness for their customers large packages containing the necessary drugs against ailments of all kinds. The man whose wife brought increased joy and bliss to his home by an addition to his family, asking for *djamse*, receives, *e.g.*, à *raison* of about a dime American, a rather extensive pharmacognostic collection, which contains between forty and fifty different substances and reminds one



The Great Steel Steamship Dock, Tandjong Priok, the Port of Batavia. Native Longshoremen in the Foreground.

of the celebrated *theriac*, in ancient times concocted by European apothecaries from sixty different simpliciâ, under supervision of a commission appointed by the authorities to prevent their leaving the more expensive ingredients out. The contents of the packages dispensed by the Chinese druggists, are easier to verify than that whilom famous *theriac*, for all the primary elements have been kept in their natural state, intact, not even ground to powder. Everybody can convince himself, without the aid of a commission appointed by the authorities, that the *djamse* is no swindle, and an arrangement by which the most precious constituents are done up separately, in scraps of paper, gives him the greatest possible security on this score.

Quite another question is his security as to the internal condition of his purchase: more often than not the *obat* is stale,

tainted, covered with mildew or freely mixed with dead and living insects. This, however, to the native mind, does not diminish—perhaps enhances—its virtue.

The care bestowed on keeping the drugs apart leaves also much to be desired. The several simples are continually get-



Market Scene in Bultenzorg, Java.

ting mixed, and this is the more dangerous as some of them contain deadly poison; *warangan*, for instance, brotherly sharing its allotted place with articles of daily use in the preparation of food, consists principally of arsenic.

Most of the druggist's supplies are, of course, products of the soil, but some are imported from foreign countries, *via* Singapore, as *kajoe manis tjina* (licorice), *kalembak* (rhubarb), *ganti*, *poetjoek*, etc., from China; the common *moestaki* or *menjan arab* (olibanum) from North Africa; the more expensive *moestaki* (mastic), used by the Arabs, from South Europe; *kardamoenggo* (cardamon), *djinten* (cumin), *adas* (fennel), *ketoembar* (coriander), etc., from British India.

## CHINESE DRUG STORES ARE WELL STOCKED.

The shops of the Chinese druggists, indeed, are well stocked, if not all of their stock is in prime condition, but they do not deal in the herbs and roots which the *doekoens* demand fresh from the gardens and the woods to brew their poisons. It is necessary to go to the *pasars*, the native markets, for the study of these ingredients, generally put up for sale by more or less ancient dames, who also deal, on a smaller scale, in the drugs already described. They offer, furthermore, with their roots and herbs a great variety of lotions, perfumes, oils, *bedak* (powder for the face), *stangi* (incense), mixtures against all unpleasantnesses that flesh is heir to. Every different *waroeng* or stall has its own specialty with other commodities on the side. This trade comes most to its right in East and, principally, Central Java; the *pasars* of West Java, even at Batavia, Bogor and Bandoeng, have little to show in comparison. But at Djokja a whole section of the *pasar* is set apart for the sale of *obat djaawa*. The saleswomen here and in East Java are called *toekang tjirken*, probably after the name of a popular laxative remedy to be had from their dainty hands; in Batavia and elsewhere in West Java they are called *toekang vempa vempa* or, to distinguish them from the druggists, *toekang djamse*. Though as a rule not belonging to the class of native physicians or *doekoens*, they have some idea of the curative power of the *obat*, the medicine they sell, and are often consulted in minor ailments.

## WOMEN DRUG SELLERS.

It is quite a sight to watch them on the regular market days, squatted down between the other *pasar*-people. The crowd, coming in from the surrounding country, leaves them not a moment's rest. Busily engaged in helping her customers, the *toekang tjirken* takes the *obat* demanded, by means of a spoon with a long handle, from the different compartments of her well provided booth, deftly working her instrument in all directions; she wraps the purchase in a leaf and hands it to the purchaser on a *tetampa* at the end of a piece of bamboo; she knows what each new arrival wants before he (most times she) has spoken a word; she concludes a bargain with a wink and a nod; she is discretion personified.

# Antidiphtheric Serum

## NO RISK OF LOSS FROM UNSOLD SERUM.

Our Diphtheria Antitoxin is freely returnable. We positively protect you from loss.

It yields you a living profit. It is prepared and tested according to the most approved scientific methods. There is no question of its purity and potency.

It has the unqualified confidence of the medical profession.

Supplied in bulbs of 500, 1000, 2000, 3000 and 4000 units.

**STOCK OUR ANTITOXIN NOW!**

# Parke, Davis & Co.

(Written for the American Druggist.)  
**PHARMACY IN THE FAR EAST.<sup>1</sup>**

BY ALBERT ZIMMERMANN.

On landing from the steamer at any of the larger seaport cities of India and other countries throughout the East one is astonished to note the great size of the ports and the extent of the commerce.

All the larger cities of the East are divided or built up in two sections, one being exclusively European, for commercial and dwelling purposes, and the other used by the natives. The English language is spoken by the great majority of the native people in the larger cities of the Far East.

IN INDIA.

The larger and modern drug stores are chiefly owned and conducted by Europeans and are fitted in up-to-date style. They carry in stock a large line of English, with some German, French and American toilet and proprietary preparations. Among the American preparations having a good sale are Laxative Bromo Quinine, Listerine, Mennen's Talcum Powder, Mellin's Food, Horlick's Malted Milk, Cuticura Preparations, Mother Siegel's Syrup, Pink Pills, Bile Beans and Scott's Emulsion. These preparations are all more or less extensively advertised in newspapers, on the inside and outside of street cars, billboards, circulars, and by sample.

IN BOMBAY

is a large wholesale and manufacturing drug house—Kemp & Co., Ltd. Their quarters comprise a very extensive building, as large as any occupied by American jobbers. In connection with their wholesale business they conduct five large retail stores in Bombay, situated in both the native and European sections of the city. Alfred Pell, F. C. S., the general manager of this extensive business, is always glad to meet foreign visitors interested in this line, and a talk with him is always cordial and most interesting, as he is unusually well informed upon all the conditions in India. Mr. Pell is the author of a valuable Pocket Pharmacopœia, a well bound volume of about 300 pages, which makes an excellent reference book for the practitioner.

In the real native sections the stores range from such as those just mentioned to the premises of the native drug and remedy dealer, who sells native herbs, roots, etc., and some remedies prepared from these. His store, or shop, is usually one of a row of huts which are not larger than five feet front, eight feet deep and six feet high, the stock consisting of a few drawers, bottles and jars. In the rear of this shop is a room wherein the proprietor and his family dwell. In India these huts are usually built of brick or stone, covered with cement and coated with lime. The orthodox Hindoo patronizes only



Native Bazaars in Bombay.

PATENT MEDICINE ADVERTISING IN BENARES.

In Benares I saw an English proprietary remedy advertised by rather a unique method for these countries. A native seated on top of a hackney coach was beating a large modern bass drum and circulars printed in Hindustani were being distributed from the coach by a European to the hundreds of natives, all eager to get one of them, who were attracted by the beating of the drum and surrounded the coach every time it came to a stop. While the greater portion of the nearly three hundred million natives of India are poor and cannot purchase such articles, about one-fifth have sufficient income to make such purchases when necessary, this proportion being sufficient to create a fairly good market.

The European stores are patronized by the resident Europeans, tourists and the educated and wealthiest natives, chiefly Hindoos and Mohammedans. Occasionally one finds stores owned and conducted by natives located in the European section of the city. These are conducted in a partly modern way, and in one of the stores I visited the owner presented me with an extensive price list in pamphlet form printed in English, which consisted of ten pages and listed foreign toilet and proprietary remedies and staple drugs and chemicals. In this class of store foreign prescriptions are compounded.

<sup>1</sup> Mr. Zimmermann has recently returned from a tour through India, Japan and Java.

the native drug shop; he never will eat, drink or touch anything that has been in the hands or touched the body of a white man, such contact being deemed unclean. For this reason one is at perfect freedom when passing through the narrow, dirty streets in the cities of a more religious character and need not fear coming in contact with the natives' clothing, which at times is not always in the cleanest condition and may be a carrier for germs of the plague and other contagious diseases.

In all the cities and in some of the towns and villages they have a kind of public market where a large variety of articles are sold. This market is a daily affair and varies in extensiveness according to the size of the place. In these markets in the villages and towns is usually found the drug vendor whom the natives patronize.

The greater portion of India is free from woodland, and in these sections coal is scarce and too high in price for the natives to use. Under these conditions they are forced to get some kind of fuel and for this purpose they use all kinds of dung, which is made into a paste with water, shaped into flat, round cakes and dried. Passing through one of these native villages at sundown when the natives are preparing their meals is not an agreeable ordeal, as the smoke generated from this fuel is very irritating and of unpleasant odor. They use no chimneys, the cooking being done over an open fire, sometimes inside at the window of the hut, but mostly outside in the open air.

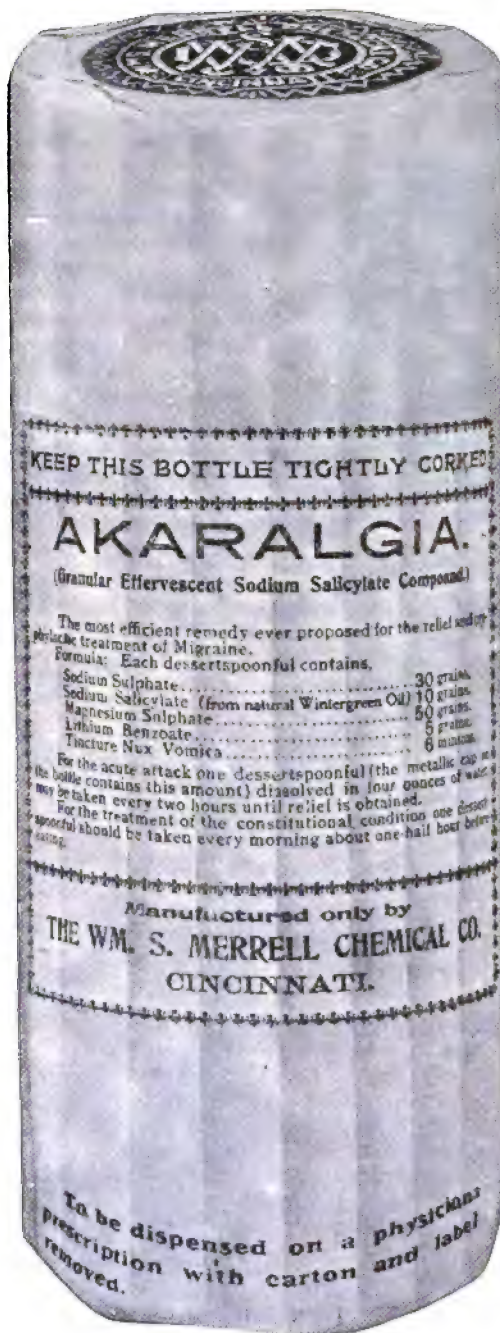


# AKARALGIA MERRELL

A new and most attractive form of exhibiting the valuable properties of pure Sodium Salicylate,  
(From Natural Wintergreen Oil)  
overcoming chronic migraine by single daily doses.

Send for Literature:  
"A New Remedy and Cure for Migraine."

Generally prescribed:  
"Akaralgia, 1 bot."



The demand for Akaralgia will steadily increase as it is advertised in the leading Medical Journals.

If you do not have it in stock order from your Jobber one-quarter dozen or more and be prepared to fill your Physicians prescriptions promptly.

\$6.75 net—dozen.  
Broken dozen same rate.

**SIMPLICITY**

**PALATABILITY**

**EFFICACY**

**Your Jobber Supplies MERRELL "LINE" Goods at 40% discount, regardless of quantity.**

Fluid Extracts, Tablets, Pills, Elixirs, Granular Effervescent Salts, &c., &c.

WRITE

**"Merrell"** and the results will please you.

**THE WM. S. MERRELL CHEMICAL CO.**

ON YOUR ORDERS

New York.

Cincinnati.

San Francisco.

The native medicine man in these countries usually practices without any diploma and gives drugs as he pleases in unlimited quantities and variety, a case of hit or miss.

#### IN BURMAH AND THE MALAY PENINSULA

the European pharmacies are generally owned by European physicians, as many as four or five being interested in the same store and having their offices located in the same building. The native drug shops are similar to those of India and Ceylon. The population of the Malay Peninsula consists largely of Chinese.

In the East Indies the natives are all Mohammedans. They greet the Europeans very politely by a squat, and when they wear a palm hat they tip the same. When on horseback they dismount and lead the horse to the side of the highway. Natives who have made the pilgrimage to Mecca and those in the larger cities do not practice this polite greeting, their native methods being more or less changed by contact with the Europeans. The natives patronize only native vendors of drugs, and these are usually located in the market places in the towns and villages. Here these markets are conducted even more extensively than in India. The houses and huts in this section are built entirely of bamboo. A great many Chinese make their home in the East Indies, and for mining and contracting work they are preferred to the natives. In India and Ceylon there are no Chinese.

#### CONDITIONS IN CHINA.

In China everything is still very primitive; the Europeans have not invaded that country so extensively as the other countries of the East and consequently the natives have not been so well educated. Pharmacies in the cities and towns of China are usually confined to small spaces, the interior fitted with wood drawers and some shelving containing some porcelain jars, arranged behind a long table similar to the counters used in our own stores. The prescriptions call for crude drugs, which are dispensed in coarse, unground form, are carefully weighed, then mixed and wrapped in paper and the directions written upon this paper wrapping. The medicine is chiefly used in the form of infusion. In the regular pharmacies they do not sell proprietary remedies. This constitutes a separate trade and there are a few stores where they sell exclusively proprietary articles, the reading matter being printed in the native language. Some few American preparations are sold. It is important that any preparation or article of merchandise sold throughout the East should bear a sign or emblem or a figure like a trademark, because the natives easily recognize and remember such signs.

Passing through the streets of the larger cities in China one can see the preparation of smoking opium in the few shops given to the manufacture of this article, the front being open, leaving the interior of the shop entirely exposed to view. The opium which is used in China and the East is cultivated in India and contains only about 2 per cent. of morphine.

The opium is extracted with hot water, three to four times, until fully extracted, the aqueous extracts being then concentrated in copper receptacles over charcoal or wood fire, the more dilute at first, then the concentrated, finally, near the end, some molasses is added to preserve the paste in a soft homogeneous condition and to give it adhesive qualities to facilitate the rolling into pills for the pipe.

The opium dens in Chinese cities exist in large numbers and the visitor can enter without any restriction and freely inspect them.

#### IN JAPAN.

The Japanese are the most advanced of the Eastern races, and the drug stores, even in the smaller towns, are conducted more or less after the European fashion. They use chiefly drugs and chemicals imported from Germany. In the Imperial Hygienic Laboratory in Yokohama all form of substances are analyzed for their quality, food products, drugs and chemicals, proprietary medicines and toilet preparations. All this work is done gratis for the benefit of the people, the institute being supported by the Government. The supplies used by the army and navy are also examined and tested here as to their purity.

Foreign proprietary preparations pay 10 per cent. in their selling price. This will probably be reduced to 5 per cent. when peace has been declared. The Japanese are very in their supervision of soda water manufacturers; the carbonic acid after it is generated must be passed first through concentrated sulphuric acid, then through a solution of potassium permanganate, finally through a solution of sodium bicarbonate to the water to be charged. Each bottle or syphon must be labeled as to the date of bottling. In Osaka there is a large chemical works manufacturing large quantities of sulphuric acid and other acids, also soda products. Some of the wholesale druggists also manufacture chemicals.

American articles of manufacture in general are poorly represented in these countries, and are very little sold. American dealers should pay more attention to these fields for disposing of their merchandise and open up new markets for American goods before the other nations get too far ahead of them; for our own country is getting the more we need other markets for our own goods. I have been informed by some of the American manufacturers' agents that our manufacturers are too independent. They decline to manufacture the special class of goods desired by these people, leaving this for the other foreign nations who cater to this trade and are getting it. American goods are not packed properly and are never delivered at the promised time. In this American manufacturers are more or less handicapped on account of having no regular steamship lines to the Indian ports, the vessels sailing irregularly and they wait for full cargoes. It is best to sell goods from stock held in the larger cities, insuring prompt delivery and proper packing.

#### An American Pharmacist in Europe.

Joseph Jacobs, the well-known druggist of Atlanta, Ga., passed through this city recently on his way home, after a stay of several months in Germany. Mr. Jacobs brought back with him his son, who has been at school in Frankfort for the



Raths Apotheke, Hildesheim, Germany.

# Popularity and Price Protection

## POPULARITY

**LAXATIVE BROMO QUININE** originated as the first product of its kind and through merit and continuous extensive advertising it has become an absolutely staple article.

## PRICE PROTECTION

The terms and discounts on LAXATIVE BROMO QUININE from the beginning have afforded a most liberal profit, and now, by the adoption of the DIRECT CONTRACT AND SERIAL NUMBERING PLAN, this profit is absolutely insured to the retail dealer. The support of this Plan by the Retail Drug Trade demands, simply, that **EVERY INDIVIDUAL** Druggist shall sign the contract. Those who have not done so should sign and have the contract properly recorded without further delay.

## SPECIAL DATING OFFER

**JANUARY 1st. 60 DAYS.**

If a supply of LAXATIVE BROMO QUININE is needed, or if the stock on hand will permit it, the DATING OFFER now in force enables the Druggist to purchase a quantity, obtaining the regular free goods to be delivered at once and invoice dated January 1st, 1906, for cash discount.

## LAXATIVE BROMO QUININE

**Price \$1.75 per dozen.**

|  |                                  |
|--|----------------------------------|
| 6 dozen lots, 1 dozen free, . . . . .                          | Cost \$10.50 or \$1.50 per dozen |
| 12 dozen lots, 2 dozen free, 5 per cent. trade discount, " "   | 19.95 or 1.43 " "                |
| 36 dozen lots, 6 dozen free, 8 per cent. trade discount, " "   | 57.96 or 1.38 " "                |
| 60 dozen lots, 10 dozen free, 10 per cent. trade discount, " " | 94.50 or 1.35 " "                |

**WHOLESALE DRUGGISTS WILL ACCEPT ORDERS UNDER THIS DATING OFFER.**

**PARIS MEDICINE COMPANY,**  
SAINT LOUIS AND LONDON.

past year, and who will probably take up the study of pharmacy this winter at the Philadelphia College of Pharmacy, his father's alma mater.

Mr. Jacobs says that despite all that we hear about the ideal conditions of pharmacy in Germany the *Deutsche Apotheke* is not above doing a little substituting. At one of the leading pharmacies of Cologne he asked for Isterine and was given in its stead a bottle of "Amerikanisches Listerine



Old Nuremberg Pharmacy, in the Germanic Museum, at Nuremberg, Germany.

Mundwasser," which was not even a respectable imitation of the genuine article.

Hildesheim is a little city on the bank of the Innerste, about 18 miles southeast of the city of Hanover. Mr. Jacobs spent some time there and is enthusiastic over its charming antiquities. All the houses in the town are old, one dating from the sixteenth century being looked upon as painfully modern, while some of the structures date back to the eighth century. The town hall, or *Raths Haus*, shown in the background of the accompanying illustration, dates back to the fifteenth century, while the *Raths Apotheke*, in the foreground, was built even earlier. The interior of this old *Apotheke* is as quaint and curious, so Mr. Jacobs says, as is the exterior.

The curator of the German Museum in Nuremberg is Herman Peters, formerly a pharmacist and the author of a history of pharmacy which has been translated into English and which is the first comprehensive history of pharmacy published. Mr. Peters, by the way, is a brother to the African explorer. Mr. Peters has shown a special interest in pharmacy by collecting the materials and arranging within the museum the interior of an old Nuremberg pharmacy dating back to the middle ages. Among the mementos which Mr. Jacobs has sent to his friends in this country is a photograph of this old Nuremberg pharmacy, which we reproduce herewith.

#### Notes from a Mexican Traveler.

George A. Randolph, of the Paris Medicine Company, who has recently returned from a trip through Mexico, contributes the following notes on the drug business in that country: From the standpoint of both the drug business and pleasure, the latter part of the rainy season, or about the month of September, is the best time to visit the Republic.

The cream of the entire drug trade can be reached by visiting about a dozen cities, which might be mentioned in the order of general importance, as follows: Mexico City, Monterey, Guadalajara, San Luis Potosi, Vera Cruz, Merida, Campeche, Tampico, Puebla, Chihuahua and Torreón.

The hotel accommodations, outside of Mexico City, are not very good, but are bearable for the short time which it is neces-

sary to remain in each point. I stayed at the Hotel Sanz, in Mexico City, which is under American management and considered the best in the Republic.

The railroad facilities are fair and there is a great deal of construction work now under way. Pullman service is maintained on both the standard and narrow gauge roads, and the railroad fares are about 3 cents, Mexican, per kilometer, which figures a little less than 3 cents per mile. The National and Central railroads are the largest systems in the Republic and service on the former is generally considered superior to the latter; but to reach important points it is necessary at times to travel on both systems, as well as on the smaller roads. To reach Guanajuato it was necessary to travel some miles on a tramcar line which was recently flooded.

As in other foreign countries, it is advisable for the American to develop his "trading" propensities as much as possible, for it is necessary to dicker with every one, from the hotel keeper to the old Indian woman who sells drawn work or pottery. As an example of this I recall an incident of the purchase of some opals at the little town of Queretaro, which is near the famous opal mines discovered by Cortez. At this town several natives had a quantity of the stones, for which they quoted the combination rate of about \$15, Mexican, but the lot was finally purchased for the sum of \$2, gold, or about \$4, Mexican.

In connection with the trip to Mexico it is most interesting to read F. Hopkinson Smith's novel, "With the White Umbrella in Mexico," and some historical works or novels treating on the early Toltec and Aztec inhabitants. "The Fair God" and "Aztec Treasure House," both by Lew Wallace, are novels of this order, and the story of "Mexico," by Susan Hale, is a descriptive and intensely interesting book.

My trip from a business standpoint was very successful indeed, and I am sure there is a great field in that country for the sale of products of American manufacture.

#### Patents for Exported Articles.

In "Consular and Trade Reports" for September 5 an interesting report from Robert Grimshaw, of Hanover, Germany, was printed on methods employed by manufacturers to introduce typewriting machines into Europe. Consul-General Mason contributes another report from Mr. Grimshaw on the importance of securing patents on articles imported into Germany when such articles are patentable. His letter follows:

I have often had occasion to write American manufacturers and exporters on the subject of having what they have to sell in Europe patented in the countries where they wish to sell them, and in some cases what I have to say has taken effect. But I should be glad of an opportunity to say, for the benefit of manufacturers as a class and for that of American export trade as a whole, some of the things that I have said from time to time to individuals. From the point of view of the manufacturer patenting is desirable, because it prevents the foreigner from doing what he has otherwise every legal right to do at any time that he sees that a foreign invention is meeting with success, and possibly success at his expense, in that it is being sold in his territory and supplanting his own products—viz.: make and use of it.

From the point of view of the selling agent in Europe, who is asked to spend time and money doing missionary work, the desirability of patenting the new thing is evident from the first, and the conviction strengthens with the success of the agent in the unprotected territory. For the manufacturer has at least the protection of home patents, and if through leaving himself unprotected he loses his foreign fields, he has at least his own country to work in with no one to say him nay. But the selling agent abroad, who has put in hard work to convince a very conservative public of the superiority of the new thing (a task which is none of the lightest, especially if there is a marked difference in first cost against the novelty), is cut out completely. This digging wells half down to water is sel-

# Direct Contracts that mean PROFITS

Study the prices in our direct contract and you will find that these contracts mean to the retailer—just one thing, viz:—**MORE PROFITS.**

Compare the profits that these contracts enable you to make with the profits you are making on dozens of other products on your shelves.

We have been consistent friends of the retailers for over 20 years.

We have always sold our products for you and we shall continue to do so. You have a right to good-sized legitimate profits and we are giving them to you

## 30 Cents Net Profit Per Bottle

That is what our contracts mean on Paine's Celery Compound to the retailer who is trying to do business in the cut-price demoralized districts.

## 40 Cents Net Profit Per Bottle

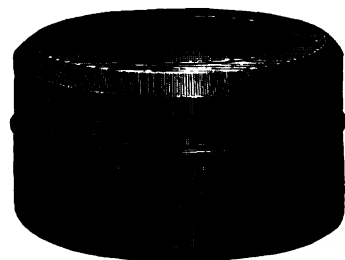
That is what our contracts mean on Paine's Celery Compound to the retailers in the full-price territories who must be protected from any invasion to maintain full prices.

**THE WELLS & RICHARDSON COMPANY**  
BURLINGTON :: :: :: :: :: VERMONT

# AMERICAN CAN COMPANY,

Manufacturers of

## Standard Druggist Tinware



We carry in stock a full assortment of Miller, Talte, Gill and Norton styles of Boxes. These Boxes have an established reputation among Druggists. Seamless Boxes of all sizes, styles and designs carried in stock by every leading jobber in the country.

**Principal Offices:** New York, Baltimore, Chicago, San Francisco.

### LOCAL SALES OFFICES

Boston Philadelphia Pittsburgh Richmond Toledo Cincinnati Kansas City Seattle  
Buffalo Atlanta Cleveland St. Louis Denver St. Paul  
Detroit Milwaukee Havana  
Los Angeles Portland New Orleans

**The STANDARD  
PRESCRIPTION  
-CORKS-  
...OF...  
THE WORLD**

**ARMSTRONG CORK CO.**

There is a Sparkle and Dash to a Drug Store equipped with

**Andrews Steel Rod Furniture**

that makes it attractive to customers and secures and holds their trade—Cheerful people, the kind who spend money, like cheerful surroundings and go where they are to be found. Andrews Steel Rod Furniture for Drug Stores is cheerful, bright and attractive—Cleanly, convenient, inexpensive—The modern equipment for Drug Stores—Send for Catalogue.

The A. H. Andrews Co., 174 Wabash Ave., Chicago

## SAL HEPATICA

The Original Effervescent

**SALINE LAXATIVE,  
URIC ACID SOLVENT  
and ELIMINANT**

A Combination of Tonic,  
Alterative and Laxative Salts

similar to the celebrated Bitter Waters of Bohemia, fortified by the addition of Lithium and Sodium Phosphates.

\$2.00, \$4.80 and \$10.20 per doz.  
All Jobbers.

**BRISTOL-MYERS CO.**

Manufacturing Chemists

277-279 Greene Ave.

BROOKLYN, NEW YORK.





dom relished even by the most philosophic and philanthropic of agents.

#### PENALTIES FOR INFRINGEMENT.

But when we consider the question solely from these two standpoints we have still by no means got a full view thereof. There is the customer to consider. He does not want to buy a lawsuit with a machine or other purchase. In case the article to be sold is not patented in the country in which it is offered for sale there is the danger that it has already been patented by another, and that the patentee will very justly bring against the purchaser an action for infringement of his chartered rights. In this danger the resident agent—the missionary—participates. It is useless to assure the customer that the manufacturer is one of the largest concerns in his native country and will protect the purchaser against any possible suits for infringement. In the first place the customer has no means of verifying the statement about the financial weight of the manufacturer, and in the second he does not care; he does not wish to be annoyed by any suits, no matter how heavily he may be backed up. In the third place, if he knows anything about German patent law, and the case is a German one, he will quietly remind the missionary that in that country the infringement of a patent is not merely a civil but a criminal offense; and no manufacturer in America, however influential in financial circles, can get around that part of the difficulty. Section 36 of the German patent law of April 7, 1891, says: "Whoever knowingly uses an invention contrary to the ordinances in sections 4 and 5 will be punished with a fine of 5,000 marks or with imprisonment not to exceed one year." The quoted sections 4 and 5 are those which secure to the inventor the sole rights of the invention which he patents.

#### CONVEYING FALSE IMPRESSIONS.

Further, there are many manufacturers who seek to convey to their agents and to the customers the impression that the matter is patented in the country of sale, not by directly saying so but by implication. Sometimes this implication is only one of silence; but for all that the attempt, whether unlawful or not, is dangerous in most countries, and especially in Germany. For section 40 of the law, already quoted, says distinctly that whoever marks objects or their packages with any sign calculated to impress one falsely with the idea that the object is patented according to the German law shall pay a fine of 1,000 marks. I had been for months in correspondence with the European general agency of an American manufacturer. To get a definite answer, or even any answer at all, as to patents, was next to impossible. At last, however, I got the following: "Our friends, the ——— Company, apologize for the delay in answering our letters about patents, which they say has occurred through oversight. They write: 'As you may be aware, probably we have a great number of persons applying for patents in our own and foreign countries, and to possess you of definite information concerning them would be rather a difficult matter. It will, however, suffice and be entirely satisfactory to you to say that we will fully protect our customers against damages resulting from any lawsuits brought against them by reason of the use of our devices.'"

The foregoing is not to be commended. I have not the slightest doubt that I can get from the Remington typewriter people, or from the Westinghouse concerns, or from the McCormick establishments, within 15 minutes after application to the proper head of department, the number and date of every patent owned or controlled by the concern in question in any country in the world where they are protected. If any one does not believe it let him try a little bit of infringement and call at the office of the company in question to discuss the matter in person.

"No, I am not a Christian Scientist," said Kandor.

"But you believe in throwing physic to the dogs," remarked Dr. Krabbed.

"Not if it happened to be your physic and my dogs."

#### Recent Customs Decisions.

Hellotropin crystals and artificial musk, imported by M. L. Barrett & Co., Chicago, were held by the Board of United States General Appraisers to be dutiable as chemical compounds and not as coal tar products, as claimed by the importers.

The Board of General Appraisers denied a claim made by Middleton & Co. for free entry of arrowroot flour. The action of the collector in assessing duty at the rate of 1½ cents a pound was affirmed.

An important decision was handed down recently by the General Appraisers with regard to the classification of ginseng. The Wa Chong Company, of Port Townsend, Wash., protested against the rate of one quarter of 1 per cent per pound and 10 per cent ad valorem. The importers claimed free entry. The board argued that even though it were found that ginseng had medicinal qualities, it was nevertheless edible. Examination of the official samples seemed to show that the merchandise was not in a crude state, but had been subjected to treatment other than sun-drying, and that therefore the claim for free entry was not well founded. The board overruled the protest, but did not affirm the action of the collector at Port Townsend.

#### How to Resign.

"Going to resign, are you?" asked Assistant Postmaster-General Wynne of an indignant person who had been pouring his grief into his ears. "Can't stand it another minute, eh? Put up with it as long as you could, and now you're going to throw up your job and tell your chief what you think of him? Yes, I know. Last straw and all that sort of thing? Uh-huh."

"Did you ever see my set of rules for resigning? I framed them up years ago when I was in the newspaper business and I have used them ever since. I have resigned often since then, always in the way prescribed in these rules. Perhaps they will be of service to you. Here they are:

"Rule 1. After receiving the last straw don't do anything for two hours. Above all, don't write anything.

"Rule 2. At the expiration of two hours write your resignation and make it as hot as you can. Relieve your feelings and say everything you have been penning up in your breast. Scorch the scoundrel.

"Rule 3. Then go home.

"Rule 4. The next morning, immediately upon arising, read over your resignation and tear it up.

"Rule 5. Go to work at the usual hour.

"Take a copy of them," continued Mr. Wynne, "and you will find that they are absolutely essential to any man who expects to resign frequently and still continue to rise in the world."—*New York Times*.

#### That Patent Medicine Tax.

Washington, October 5.—Temperance people throughout the country have evinced the liveliest interest in the order recently promulgated imposing a license tax on manufacturers of patent medicines supposed to contain alcohol. Internal Revenue Commissioner Yerkes is receiving many letters on the subject, together with samples of compounds the basis of which is suspected to be alcohol. It is understood that Commissioner Yerkes has ordered an analysis of hundreds of samples that have been sent to the Department and that the results will be given to the public in an official circular. Whether the medicines containing alcohol will be specifically mentioned by their trade names has not been disclosed.

#### Information Concerning the Commerce of Santo Domingo.

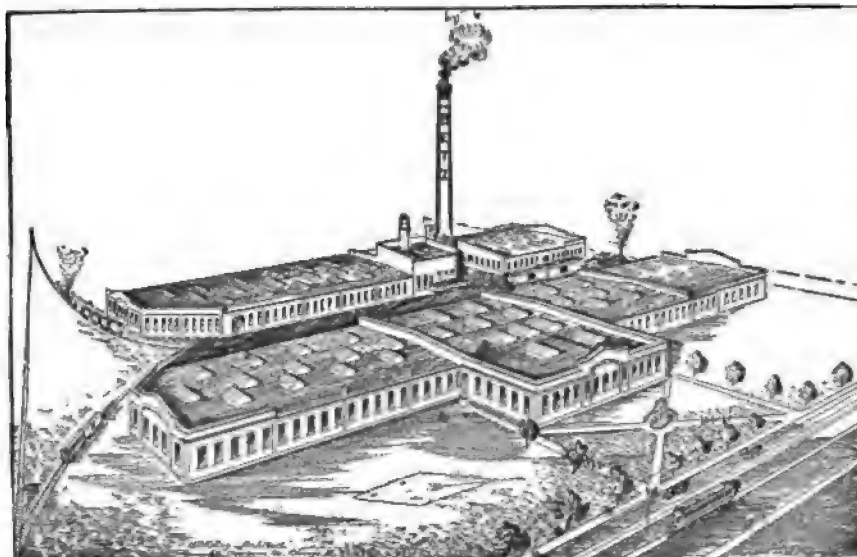
The Bureau of Insular Affairs of the War Department has on hand a limited number of copies of the April Summary of Commerce of the Republic of Santo Domingo, recently compiled in the office of the Controller and General Receiver, Customs Service of Santo Domingo. The publication is printed in Spanish and English, and copies may be obtained upon request to the Insular Bureau.

# FRANK S. BETZ CO.

(Incorporated)

CAPITAL, SEVEN HUNDRED AND FIFTY THOUSAND DOLLARS

Drugs  
Pharmaceuticals  
Chemicals  
Tablets  
Fluid Extracts  
Oils  
Wines  
Syrups  
Capsules



Surgical  
Instruments  
Apparatus  
Appliances  
Dressings  
Rubber Goods  
Glassware  
Trusses  
Sundries

## MANUFACTURING PHARMACISTS

**Surgical and Hospital Supplies of Every Description**  
**LARGEST PLANT OF ITS KIND IN THE WORLD**

|   |  |
|---|--|
| SURGEON'S GREEN SOAP, - - -   | 10 lb. jars, net, \$1.00; 20 lb. jars, net, \$1.90 |
|   | Barrel, 400 lbs. - - - lb., 6c.                    |
| STRONGER AMMONIA, C. P., Sp. Gr. 90°,   | 8 lb., gal., \$1.00; - 16 lb., 2 gal., \$1.90      |
|   | Carboys, - - - lb., 8½c.                           |
| CHLOROFORM, Strictly Pure, - - -  | 5 lb. bottle, \$1.60; - 12 lb. bottle, \$4.25      |
|   | 100 lb. bulk, - - - \$31.00                        |
| DISTILLED EXTRACT WITCH HAZEL,  | Gal. jugs, 80c; - - 5 gal. jugs, \$3.90            |
|   | Barrel, - - - 60c. gallon                          |
| AMBER PETROLATUM, - - -   | 5 lb. cans, 45c; - doz. Cans, \$5.00               |
|   | Barrel, - - - per lb., 3½c.                        |
| SNOW WHITE PETROLATUM (Russian),  | 5 lb. cans, \$1.00; - doz. cans, \$11.00           |
|   | Barrel, - - - per lb., 14c.                        |
| NITRIC ACID, C. P., Sp. Gr. .84 - - -   | 7 lb. bottle, - - - \$1.20                         |
|   | Carboy, - - - per lb., about 8½c.                  |
| HYDROCHLORIC ACID (Muriatic), - - -   | Strictly Pure, 7 lb. bottle, - \$1.10              |
|   | Carboy, - - - per lb., about 7½c.                  |
| SULPHURIC ACID, C. P. - - -   | 7 lb. glass bottle, - - \$1.10.                    |
|   | Carboy, - - - per lb., 6½c.                        |
| BETZ' SANITARY FLUID, Saponified Coal Tar Creosote. 1 gal. makes 100 gals. of strong, efficacious disinfectant - - - gal., \$3.00   |  |
| HYDROGEN PEROXIDE, U. S. P. (Medicinal), - - -  | 1 gal. bottle, \$1.65                              |
| FORMALDEHYDE, 40% Solution, Guaranteed to be of highest purity, per lb., 25c; 5 lbs., \$1.25; gal. bot., \$1.60; 5 gal., \$7.25; 10 gal., \$12.75; barrels of about 400 lbs., per lb., 12c. |  |
| SOLIDIFIED FORMALDEHYDE, Powdered, - lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00  |  |
| PARAFORMALDEHYDE, Paste, - - - lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00  |  |

We are headquarters for everything used for municipal sanitation and that of ship factories, railroads, etc. We supply in the smallest or largest quantities.

THERMOMETERS, Clinical, 60 sec., Magnifying with certificate, doz., \$4.00  
HYPODERMIC SYRINGE, glass or metal barrel, doz., \$4.00  
MEDICINE DROPPERS, either bent or straight or assorted, gross, \$1.40  
RUBBER GLOVES, any size, doz., \$6.00

WOOD ALCOHOL STOVES (Reform), nickel plated on brass, doz., \$6.00  
GLASSGONORRHŒAL SYRINGES, French Make, gross, \$3.00  
SUSPENSORIES, J. P. Silk Knit Sack, doz., \$1.50  
SUSPENSORIES, Army and Navy Lisle Thread, doz., \$2.00  
FINGER COTS FOR SURGEONS, - - - gross, \$1.75

TERMS, CASH WITH ORDER

**CHICAGO SALESROOM, 90 WABASH AVENUE**  
**GENERAL OFFICES AT WORKS, HAMMOND, INDIANA**

Where All Communications Should be Addressed



**A REMARKABLE WINDOW DISPLAY.**

A window display of remarkable interest to those who thronged the streets of Boston during the week of the N. A. R. D. convention, from September 18 to 23, was made by Woodward's Drug Store, 100 to 102 Tremont street. The display proved both pleasing and instructive even to the pharmacists who joined the usual crowd of sightseers. Through the courtesy of J. F. Finneran and C. R. Pollard, who are the proprietors of Woodward's Drug Store, we are enabled to reproduce a photograph of the window display. From this it will be seen that choice specimens of crude vegetable drugs formed the display proper, but it was in the arrangement of the speci-

that it included a parcel of gum benzoin weighing 15 pounds, a log of sandalwood weighing 18 pounds, surrounded with cuttings of and the ground wood, gourds of aloe, specimens of the costly ambergris and musk pods, grain musk, opium in the lumpy masses as imported, with a covering of poppy leaves. The list of drugs exhibited in addition to those named included hops, cardamom seeds, senna pods, saigon cassia, lovage, calamus, buchu leaves, gamboge in pipes, nux vomica, licorice root, Honduras sarsaparilla, cassia fistula, star anise seed, lavender flowers, henna leaves, uva ursi, cochineal, bitter apple, Spanish saffron, gum thus, bayberry wax, gum chicle, white agaric, Jamaica ginger root, dragon's blood in reeds, red



A Great Boston Window Display.

mens that the makers of the display made their great hit. Select chamomile flowers of prime quality were used as a floor covering, where most pharmacists would have used a fancy paper of some kind. On this ground were arranged at irregular intervals specimens of various crude drugs, ranging from Chinese nutgalls to opium. A lignum vite mortar, 75 years old, occupied the center of the stage, and the beauty of the varied range of specimens was greatly enhanced by the artistic quality of the cards which were used to indicate the drugs displayed. As may be seen in our engraving, the cards gave the botanical names of the drugs, together with their common names and synonyms. The photograph does not show the beauty of the card, which was neatly printed in black, white and red on a brownish background. Some idea of the interesting character of the window show may be gathered when it is known

cinchona bark, calabar bean, gum guaiac, quince seed, sage, Job's tears and paraffine wax.

**Curious Gastronomic Feats of an Englishman.**

Soda fountains are popular in London, according to *The Soda Fountain*, which says that the number of American soda water fountains in the metropolis is rapidly increasing. One of them has recently been added to the American restaurant in the Strand. I saw an Englishman there the other day washing down a mutton chop and fried potatoes with a chocolate ice cream soda. The American in charge of the fountain told me that was nothing. He had seen an Englishman take a strawberry ice cream soda with a Welsh rarebit and then call for another glass of it.



# HEARN WEST FOURTEENTH STREET NEW YORK

**NO DRUGS  
GROCERIES  
LIQUORS BUT EVERYTHING  
IN  
DRY GOODS**

**ESSENTIAL OILS.**  
SPECIFY  
"ALLEN'S"

CARDAMOM, ORRIS ROOT,  
SANDALWOOD.

---

OIL OF GARLIC,  
"Allen's,"  
A genuine oil distilled from the true  
Garlic (*Allium Sativum*.)

---

CROTON OIL  
(*Oleum Tiglli U. S. P.*)  
A pure oil expressed from the seeds of  
Croton Tiglium. Insist on "Allen's"  
and secure an unadulterated oil.

---

**STAFFORD ALLEN & SONS, Ltd.**  
Distillers of Essential Oils, etc.  
LONDON, ENGLAND.

ESTAB<sup>d</sup>  
1833

GOLD  
MEDAL  
ST  
LOUIS  
1904.



Your show cases reflect the *quality* of your stock  
and the *character* of your establishment.

*"Quick Sales"*  
ILLUMINATED SHOW CASES

Reflect *good character, good quality* and a determination to  
get the best that money can buy.  
The outward signs of "Quick Sales" quality are high  
grade, durable finish, *noiseless* doors, genuine German Plate  
mirrors, great rigidity and superior style. Prices so moderate  
in comparison with quality that it will pay you to investigate.  
Do it now. Write for catalog and let us show you the way  
to "Quick Sales and More Sales."

**Detroit Show Case Company**  
"Show Case Builders to Progressive Merchants"

482-490 Fort St. West **DETROIT, U. S. A.**

JOHN PETZ, President      [Canadian Branch:  
HERBERT MALOTT, Sec'y & Treas.      WINDSOR, ONT.

P. S.—Ask for circular about Petz Corner Post and Transom Bars for  
Modern Store Fronts.

**Specify MERCK'S**  
on your orders for  
**COCAINE HYDROCHLORATE**

MERCK was the First to Manufacture COCAINE HYDROCHLORATE

*Kindly mention AMERICAN DRUGGIST when writing to Advertisers.*

**Christmas Chances.**

The holidays approach. The apothecary who wants a harvest in the perfumery end of his business can have it. It's but a question of securing the right goods.

The pioneer house in tasteful holiday packages, the Theo. Ricksecker Company, 74 Reade street, New York, admittedly continues each year to lead in original creations, rich, up to date presentation goods of rare beauty and attraction and quick sale, totally different from the rest. It's a feast to the eye to see their variety and elegance, and the surprises, on visiting its offices in Reade street. It's a feast to the olfactory nerve to smell the contents.



The druggist who wants not only the most beautiful goods, but wants to beat the record in his cash drawer, will make no mistake in sending the order in for the Theo. Ricksecker Company's special offer on page 17. The features in the bonus and free advertising are unique, as is everything this house turns out. The assortment is liberal. The prices are right. Send for it. Get your goods in time to duplicate. Don't miss this excellent chance.

**Burnt Sugar as an Antiseptic.**

The custom of burning sugar in a sickroom is very current among all classes in France, but up to the present had been regarded by scientists as one of those harmless and useless practices which are rather tolerated than insisted upon by the medical profession. But M. Trillat, of the Pasteur Institute, now assures us, says the *Chemist and Druggist*, that formaldehyde is given off by burnt sugar, and is one of the most antiseptic gases known. Five grammes of sugar having been burnt under a 10-liter glass "cloche," the vapor was allowed to cool. Vials containing the bacilli of typhoid, tuberculosis, charbon, etc., were then introduced. Within half an hour every microbe had succumbed. Again, if sugar be burnt in a closed vessel containing rotten eggs or putrid meat, the disagreeable smell disappears. M. Trillat affirms that the formaldehyde combines with the gases given off by the putrid animal matter and renders them inodorous.

**Year Books.**

B. W. Huebsch, 150 Nassau street, New York, is offering in this issue his Year Book, in vest pocket and desk styles. This has been found by druggists to be a very valuable addition to their stationery stock and to be a ready seller and a profitable item to handle. We recommend our readers to correspond with the advertiser with a view to stocking a line.

**Don't Use String.**

Reis' Advertising Tape has so many good points over string or cheap ribbon for packing small or large boxes of drugs or candies that it commends itself at once to the progressive storekeeper. It is dainty, but strong, and carries your name and address printed continuously on its face. The novelty of it serves to strengthen its advertising value. The tape is made in different widths for different purposes—some narrow enough for very small packets, some wide enough for 3 or 4 pound parcels. G. Reis & Bro., 640 Broadway, New York, are the sole manufacturers, and druggists interested are invited to write there for further particulars.

**Hints to Buyers.**

There is an increasing demand for Antiphlogistine, and every druggist should be prepared to supply it. It is a good plan to order in \$24 lots, and thus get the 5 per cent. discount offered by the Denver Chemical Company.

When in need of any kind of pharmaceutical machinery such as tablet machines, pill machines, etc., consult Arthur Colton, Detroit, Mich. Send for his new catalogues. Plans are submitted for special machinery.

The Giant Chemical Company is making a good offer to retail druggists—namely, 6 dozen A-Corn Salve and one box (50) Neil Burgess 5 cent cigars given free with every gross of A-Corn Salve. A clear profit of \$25.40 on an investment of \$9.50 isn't a bad business proposition, is it?

In replenishing or putting in a stock of lozenges, gum drops, etc., it will pay the druggist to investigate the lines made by the Roworth Mfg. Company, 85 Maiden Lane, this city. This firm makes the well-known London Hospital Throat Lozenges, and its diamond licorice, rose and lemon jujubes are great sellers.

All druggists who are about to fit out new stores or refit old ones are recommended to consult the lines of Roman shop bottles made by the Dawes Mfg. Company, of Pittsburgh, Pa. Send for catalogue which gives full details of this and other styles of bottles. The prices are right and the goods perfectly reliable.

If you specify "Abbott's" you will be sure to get the original saline laxative, which has been extensively advertised to the medical profession for years. There is a growing demand for alkaloids and alkaloidal preparations. Every druggist should be well supplied. Write for the Abbott Alkaloidal Company's special proposition to retail druggists.

No druggist's stock is complete without the Garfield remedies. They have a wide reputation and an extensive sale; the remedies include Garfield Tea, Garfield Headache Powders, Owl Oil, Garfield Tea Syrup and Garfield Digestive Tablets. It would be well for any pharmacist to send for prices and terms to the Garfield Tea Company, Brooklyn. Kindly mention the *AMERICAN DRUGGIST* when writing.

The fact, as claimed by the manufacturer, that over 23,000 Torsion Balance scales are already in use by retail druggists throughout the country is sufficient proof of the merit of these scales. The scales are entirely free from knife edges or friction. Have you seen the company's illustrated catalogue? If not, send to the Torsion Balance Company, 92 Reade street, this city, for one.

A marked improvement has been made in hypodermic syringes by the invention of the hollow piston, as contained in Dr. Loud's self-lubricating syringes. The piston is made of aluminum, with a hollow interior to contain the lubricating oil. The oil preserves the packing, always keeps it moist and pliable, and makes the syringe work smoothly and easily. The syringes are so constructed that the oil (5 per cent. odorless carbolic acid) does not come in contact with the injection fluid. These syringes are made by Becton, Dickinson & Co., 160 Duane street, this city. Send for further particulars, referring to the *AMERICAN DRUGGIST*.

One of the most profitable articles retailed over the counter, especially in warm countries like Mexico, Cuba, Central and South America, is soda and mineral waters. There are large profits in manufacturing, bottling and dispensing aerated waters. Authentic reports from parties in these countries leave no doubt whatever that this is a very paying proposition. Any one who contemplates starting a soda or mineral water plant should communicate with the American Soda Fountain Company, Boston, Mass. The company has catalogues in Spanish, French and English, which may be had for the asking. These catalogues are also valuable to parties who are already manufacturing and dispensing soda water, for they contain many new ideas.



# More Business Now Easy Business Later

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Get our October catalogue. Use its goods and hints for more business now. And from the holiday goods it displays choose the things for easy business in December.

The yellow page items are just the leaders you need to draw October trade your way. In the more than fifty departments there are goods and prices revised to date and guaranteed for the month.

Our line of holiday goods is the largest and most varied and on the pink pages of our October catalogue are a picture and description and a net price for every item in the line.

One cent for a postal card and the minute to write "Send me catalogue No. V553" — do it now.

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## BUTLER BROTHERS

NEW YORK  
CHICAGO  
ST. LOUIS

WHOLESALE OF EVERYTHING—BY CATALOGUE ONLY

*Kindly mention AMERICAN DRUGGIST when writing to Advertisers.*

### Soap an Index of Civilization.

It is an accepted fact that the prosperity of any country can be estimated in a large degree by the demand for luxuries. Soap, although fortunately regarded as a necessity in these modern days, can readily be classed among the household luxuries which modern manufacturing methods have placed within reach of all classes.

Not so very long ago the commoner kinds of soap were regarded as good enough for toilet use, but nowadays it is customary for the great mass of people to have one soap for laundry, another for the bath, another for the toilet, for shaving, for the complexion, and there are also soaps possessing distinctive medicinal virtues.



Scientific research is responsible for conditions now existing which make it possible to produce soaps for every conceivable purpose, at popular prices. Some of our large representative manufacturers, notably Armour & Co., have entered the soap field for reasons which will appeal to reasoning people. The

basis of good soap is good raw material. Without this no scientific manipulation will attain the desired results. As producers of soap-making raw materials Armour & Co. possess distinctive advantages, the benefits from which are enjoyed by the people at large. This well-known firm have at their command the highest skilled soap makers and every modern appliance having for its object the production of a very high measure of soap value.

A glance around the drug stores of the United States will indicate to what extent the Armour soaps have developed in popularity.

The Sylvan Series, consisting of seven different floral odors, is now one of the most popular toilet soaps in general use. Not only is the soap itself carefully prepared, in order that it may have a soothing action upon the skin, but in addition the perfumes have been most happily combined. The Sylvan Series of toilet soaps can be obtained in any floral odor to suit the taste, and for this reason has been called the "soap with a sentiment." For those who prefer the dainty fragrance of the violet Sylvan Violet Soap can be recommended. Then there is the lilac, heliotrope, rose, &c., all of them true reproductions of the flower. Sylvan Series can best be described as a highly perfumed toilet luxury, at a popular price.

As affecting the interests of the retail druggist, Sylvan Toilet Soap has proven itself to be a profit maker, because of its attractiveness, and its popular price has induced many people to adopt it for their toilet who formerly were less fastidious. Sylvan Soap not only affords the druggist a chance to sell the particular odor desired by one person, but covers the whole field of floral perfumed soaps, comprising a complete variety of "Dame Fashion's" fancies.

### Big Money in Post Cards.

Almost every drug store now handles post cards as a side line with a good profit. Some would-be manufacturers are putting very cheap comic cards on the market, but they sell only for a short time, and the public is looking for something better. There are, we believe, only two firms in the United States that are making illustrated view post cards by the same process as the German manufacturers, who are known to be experts in these lines. One of these firms is Curt Teich & Co., 119-125 East Lake street, Chicago, who have expended \$60,000 in special machinery to manufacture these cards. Their product is claimed to be the best ever manufactured here and equal to any card manufactured in Europe. The above firm is manufacturing, besides view cards, a very large line of comica, and it is offering a special inducement in this issue.

Any druggist buying cards should write to this firm before placing an order with any other firm. Curt Teich & Co. have

manufactured cards for the last five years and turn out a million cards every month. Their line consists only of the best sellers. When you write to this firm please mention the AMERICAN DRUGGIST.

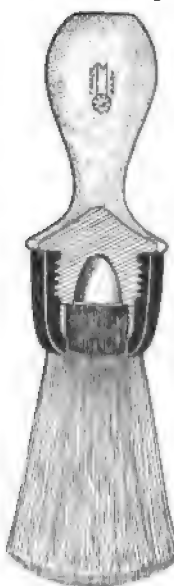
### He Wanted to Make a Larger Profit.

It is always commendable for any dealer to make the largest possible profit, but when this desire for gain overcomes his scruples and he is led to ask a high price for an inferior article his undoing is then only a matter of time. This was recently exemplified by a dealer who for several years has served Vigoral as a hot beef drink. During the latter part of last season a competitor induced him to take another article that was claimed to be "just as good as Vigoral," but a little cheaper. The result of this was that there was a gradual but very perceptible decrease in his sales of hot beef drinks, and he closed up his hot drink fountain with practically two-thirds of his last purchase on his hands. He commenced to figure out how this happened, and he decided this year to throw away the cheap article and buy Vigoral again, and he has already started the season with this product and is making quite a point with it among his trade that they have Vigoral now and not some cheap substitute. There are many dealers who can be benefited by following this gentleman's example, for there is no truer maxim than that "good drinks cannot be made from poor material," and the dealer that seeks to satisfy his trade with goods "just as good as Vigoral but cheaper" is doomed to disappointment in his cash receipts and to seeing his customers going to a neighbor who is serving the very best drinks for the price he charges. So that we say, in all honesty, be satisfied with a fair margin of profit. Make the best drink you can, get a fair price for it, give the best service you can and your success with hot drinks is assured. If you have not an apparatus perhaps it will be worth your while to write Armour & Co., Chicago, for an illustrated price-list of their hot drink supplies, showing their free china hot water urn, nickel hot water urn and other free goods for dispensing hot drinks packed in their Vigoral case offers.

One of the largest soda water dispensers in America has pronounced Vigoral the most delicious of all beef drinks. It is served at every hot drink soda fountain from Maine to California. It is the popular drink in New York, San Francisco, New Orleans and St. Paul. Wherever good hot drinks are served Vigoral is the standard beef drink, and there is no reason why every dealer should not serve it, as a hot drink apparatus given in their case offers will set a man up in business even though he serves no other hot drinks.

### An Indestructible Shaving Brush.

The accompanying illustration gives a sectional view of a



shaving brush, the bristles of which are imbedded in hard rubber—or, rather, they are put into a rubber bed, which is then vulcanized, so that the bristles and rubber are practically a unit and cannot by any device be separated. This makes a quite indestructible brush, except so far as ordinary wear of the bristle or hair is concerned. The ordinary form of shaving brush is one in which the bristle or hair is imbedded in rosin or cement, with the inevitable result that the constant application of water to it brings about dissolution and releases the only part of the shaving brush which is of any value to the shaver. The new brush is manufactured by the Rubberset Brush Company, of Newark, N. J., and is now submitted to the consideration of the drug trade in an advertisement in these columns. A full line is manufactured, from the cheapest to the most expensive grades. We particularly invite the attention of our readers to the advertisement.

# WARNING.



The trade are warned that certain persons are offering adulterated and inferior meat extracts in packages which infringe the trademarks of LIEBIG'S EXTRACT OF MEAT CO., LTD.

In order to deceive, the salesmen in some instances even represent themselves to be connected with the original Liebig Company.

Dealers are warned that these imitations have no connection whatever with the Liebig Company, and in selling same they render themselves liable to prosecution for substitution and infringement of the Liebig Company's rights.

If any dealer is in doubt about the meat extract in his possession being genuine LIEBIG COMPANY'S Extract, we shall be happy to report on it if he will mail us the outside wrapper from one of the jars.

Every jar of the genuine

**LIEBIG COMPANY'S**  
**Extract of Beef**

bears this exact  
signature

*Jo Liebig* in blue

CORNEILLE DAVID & CO., 120 Hudson St., New York, Sole Agents for Liebig's Extract of Meat Co., Ltd.  
ESTABLISHED 1865.

**BUY A GROSS AND SAVE 5**  
**and 2½ PER CENT.**

THE KIND YOU  
HAVE ALWAYS  
HANDLED

**CASTORIA**

IT PAYS  
TO HANDLE  
RELIABLE GOODS

\$33.60 Per Gross.

Jobbers Sell in Gross Lots,  
5 Per Cent. and 2½ Per Cent. OFF.

\$2.80 Per Dozen.

**THIS IS THE GENUINE.**

Send for Cards, Cartons and Counter Wrappers.

**THE CENTAUR COMPANY,**  
77 MURRAY STREET, NEW YORK CITY.

*Chas. H. Fletcher* President,

**BUY A GROSS AND SAVE 5**  
**and 2½ PER CENT.**

—Who can't sell 12 dozen per annum?—

Kindly mention *AMERICAN DRUGGIST* when writing to Advertisers.



## Colonial Drug Outfit

Ready for Immediate Shipment, In Oak

CONSISTING OF

25 ft. Tincture Shelving,  
25 ft. Patent Medicine Shelving,  
10 ft. Prescription Case and Counter,  
2 8-ft. and 1 10-ft. Combination Show Case  
1 6-ft. Cigar Case,  
2 6-ft. Counters.

Description and price cheerfully furnished upon application.

**Alexander H. Revell & Co.,**

Manufacturers

Rees, Dayton, Eastman Streets and Hawthorne Ave.  
CHICAGO, ILL.

# THE ALBANY COLLEGE OF PHARMACY,

DEPARTMENT OF PHARMACY—UNION UNIVERSITY.

Organized in 1881.

Graded course of instruction, comprising two terms of six months each. Fees: \$75.00 per term Write for our catalogue giving full information. Address

**THEODORE J. BRADLEY, Ph. G., Secretary, Albany, N. Y**

# The Maryland College of Pharmacy

Department of Pharmacy of the University of Maryland

Sixty-second Annual Session will begin September 25, 1905.

Catalogue giving full information in regard to courses of instruction, expenses, etc., will be mailed upon application. Address

**CHARLES CASPARI, Jr., Dean, University of Maryland, Baltimore, Md.**

**New York-Boston  
Washington**

Best reached by the

**Big Four  
Route**

Through Sleepers, Dining and Parlor Cars

From

**St. Louis-Cincinnati-Indianapolis**

Stop-overs allowed at Niagara Falls on all classes of Tickets

Write for rates and folders, **WARREN J. LYNCH, G. P. & T. A.**  
Cincinnati, O.

**WHEN YOU** have a vacancy for a clerk use the **AMERICAN DRUGGIST** "Want" column. Notices inserted one time free of charge for subscribers.

**CHICAGO & ALTON  
RAILWAY**  
"THE ONLY WAY"

**THE CHICAGO & ALTON** runs the largest passenger engines in the world  
They keep the trains on time  
Between Chicago,  
St. Louis,  
Kansas City and  
Peoria  
GEO. J. CHARLTON, General Passenger Agent  
CHICAGO, ILL.

Kindly mention **AMERICAN DRUGGIST** when writing to Advertisers.

## Hood's Calendar Offer.

Hood's Calendars for 1906 will be supplied to the trade only under the regular terms.

The Offer opens September 1st and closes November 1st, 1905.

**100 Calendars** On orders of  $\frac{1}{4}$  Doz.  
Hood's Sarsaparilla.  
Or \$5 Lot Assorted.

**150 Calendars** On orders of  $\frac{1}{2}$  Doz.  
Hood's Sarsaparilla.

**300 Calendars** On orders of 1 Doz.  
Hood's Sarsaparilla.  
Or \$20 Lot Assorted.

YOUR NAME on every Calendar if your order is in our office before November 1st, 1905.

Order of your jobber TODAY.

C. I. Hood Co., Lowell, Mass.

P. S. Send for sample and terms.

## Borax in Packages

In 1 lb., 2 lb. and 5 lb.  
Packages.

the pound package being  
the principal seller to the  
household over the drug-  
gist's counter.



A great deal of bicarb. soda is sold as package borax and consequently a fraud. A little acetic acid dropped into the package will prove this.

Our name on the package is a guarantee of absolute purity. Order of your wholesaler.

**Pacific Coast Borax Company,**  
San Francisco. Chicago. New York.

## Cucumber and Elder Flower Cream.

**Tomorrow  
Is the  
Day  
That  
People  
Order  
Things  
That  
Never  
Get them**

THIS must be so or we wouldn't be saying it—and perhaps you know of some things you were sure you were going to order "tomorrow" that haven't showed up yet. We would like to suggest that TODAY you write us asking for a trial package of our handsome and impressive advertising matter that sells the goods. We've been offering this trial package of expensive printed matter which, together with the express, costs us over a dollar, for one cent—the price of a postal card—and we'll keep on offering it in the hope that we'll catch you tomorrow if not today. Our advertising matter in your store will increase your sales; it positively will; and you won't have to order a penny's worth of our goods till you want to. We're doing a lot of high-class magazine advertising, and the counter advertising supplements this and adds to its value. Let us send you the package today—to increase your business.

**MRS. GERVAISE GRAHAM,**

1262 Michigan Ave., Chicago, Ill.

## Quick Hair Restorer.



MRS. GERVAISE GRAHAM



## THIS IS THE MODERN WAY

A smart parcel is one of those mighty little details that tell in the building-up of a big business.

## Reis' Advertising Tape

supersedes string; silk-finished like ribbon, but very much stronger. Sets flat, making neat, snugly-tied parcels. In many bright colors and widths from 1-16th to  $\frac{1}{4}$  of an inch. Your name and address plainly printed from four to ten times every yard—providing a novel and forceful way of getting your ad. "home." Its advantages make it *cheaper than string*.

Let us send you samples—  
free.

**G. REIS & BRO.,**



Dept. B,

640 Broadway, New York.

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.



# The Best Cocoa in the World

For Fountain Use

## IS DUTCH COCOA

Hot or Cold

Unquestionably the best Dutch Cocoa is

## Bensdorp's Royal Dutch Cocoa

It goes twice as far and suits twice as well. It is perfectly soluble and the Syrup never sours. Remember it is double the strength of other makes.

Send for free sample.

**Stephen L. Bartlett**

Importer

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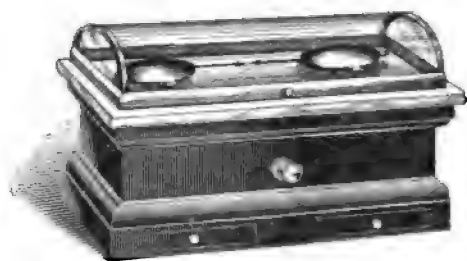
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Boston:

**HERMAN KOHLBUSCH, SR.**

Establecido 1859

Fabricante de



**BALANZAS Y  
PESAS FINAS**

Para todos usos  
requiriendo exactitud.  
Solicítese nuestro  
catálogo ilustrado.

190 BROADWAY  
NUEVA YORK, N. Y., E. U. A.

**HEGEMAN & CO.**

(INCORPORATED)

200 Broadway, - NEW YORK

135th Street and Seventh Avenue,;

135th Street and Lenox Avenue,

BRANCHES: 135th Street and Amsterdam Avenue,  
149th Street and Third Avenue,;

101st Street and Broadway.

ANALYTICAL DEPARTMENT in charge of an experienced chemist and biologist. Physicians and pharmacists are invited to write for our booklet giving terms for analyses of blood, milk, urine, water of all descriptions, gastric contents, sputum, saliva, food products, ferments, etc.

LUBRIKANT, an ideal sterilized lubricant for use on surgical instruments.

SANTALSOL (soluble extract Sandalwood Comp.). An alterative blennoretic-diuretic.

DYGESTIV, a Cordial of Bromelin, the digestive principle of pineapple juice.

Wholesale Distributors for New York for the  
Triosine Chemical Co., of San Francisco, Cal.

## The Lightning Tumbler Washer

**@ Bottle Washer.**

The only machine in the world with two sets of rapidly revolving brushes. Washes the inside and outside of a glass the same instant.

Ice Cream Soda Glass washed perfectly and better than by hand in ten seconds. Price, \$20.00. Bottle Washer, \$2.50.

**WHITEMAN MFG. CO.**  
CANTON, OHIO.

## Very Low Rates

To California, Arizona, Mexico, New Mexico  
and Other Western Points

VIA

## Southern Railway

Any one desiring to make a trip to California, Arizona, Mexico, New Mexico or other western points, either for business or pleasure, can do so now at small cost.

Commencing September 14th, and daily until October 30th, 1905, special one-way Mixed Class Colonist Tickets will be sold via the Southern Railway at rate of \$49.75 from Philadelphia to Los Angeles, Cal., and San Francisco, Cal., and to other western points; proportionate low rates from other points.

The Southern Railway operates through Personally Conducted Pullman Tourist Sleeping Cars from Washington to Los Angeles and San Francisco, Cal., without change. Tourist Cars leave Washington 7:30 P. M. on Mondays and Fridays of each week. The berth rate through to the Pacific Coast is only \$8.50, two people being allowed to occupy one berth if desired. There are other new, convenient and economical features connected with these Tourist Sleepers, which may be ascertained from

**CHAS. L. HOPKINS,**

DISTRICT PASSENGER AGENT, SOUTHERN RAILWAY,  
828 CHESTNUT STREET, Philadelphia, Pa.

**BIG PROFIT**

Are you an "up to date" Druggist?

—THE—

**Berry Face Cream  
and Freckle Ointment**

has stood the test for the last 8 years, and all druggists should have a stock on hand.

**WHY?****BECAUSE** they give perfect satisfaction, or **MONEY REFUNDED.**

No lady will be without these Creams after once using them.

**Beautifies and Preserves the Complexion.**

We have thousands of testimonials to this effect. Small samples supplied free with all orders from the Trade.

Berry's Face Cream retails at \$1.00 per Jar.  
Costs you **\$6.00 per doz.**Berry's Freckle Ointment retails at 50c. per Jar.  
Costs you **\$3.00 per doz.****DO IT NOW!****BERRY CHEMICAL CO.,**  
58 Fifth Ave., Chicago.**Free to Druggists**

Express Frezoid

We will send to any druggist sending his name and address, three large size lithographs of the celebrated horses, *Creseus*, *Dan Patch*, *Lon Dillon*, and small lithographs of *Major Delmar*, *John M. Lon Dillon*, *Creseus*, *Sweet Marie*, *Dan Patch*, *Prince Alert* and *Moring Star*. Also circulars and other descriptive matter of *Caustic Balsam* and its value.

*Gombault's Caustic Balsam* is a French remedy, imported on y by us and is an absolutely safe and reliable cure for Curb, Splint, Sweeney, Strained Tendons, Spavin, with never a blemish. Address

*None genuine without the signature of*  
**The Lawrence, Williams Co.**  
Sole Importers & Proprietors for the U.S. & CANADAS. } CLEVELAND, O

**LEARN PHARMACY AT HOME**  
Diplomas Awarded

It is not necessary to go to college to learn Pharmacy. We teach you by mail. Our graduates and students in 44 states, including Mexico, England, New Zealand, Canada, Prince Edward Island, India, British Honduras, Philippine Islands, Puerto-Rico, Bahama Islands, Australia and Newfoundland, will all testify to the great value of our course. We give exactly the same instructions given by the Colleges, at a decided saving of time and money. Our graduates are successful before the state examining boards. Write for particulars, our terms are easy.

THE OHIO INSTITUTE OF PHARMACY, Columbus, Ohio

**Navaja de Seguridad "Gem."**

La mejor Navaja de Seguridad. Se vende á la vista  
Sr. Tratante, aquí tiene usted buena ganancia  
Hermosa Caja de Reclamo.  
**GRATIS.**

Pedid el contenido:

|                 |                      |
|-----------------|----------------------|
| 6 Navajas,      | 1 Juego, No. 3       |
| 2 Juegos, No. 1 | 1 " " 4              |
| 2 " " 2         | 3 Hojas de Repuesto. |

Todas tienen pronta salida; le cuestan á Vd. \$20 oro y usted duplica el dinero.

Pedid precios de la "GEM" al mayorista; si no la suministra nosotros lo haremos. Pídase el Catálogo.

**GEM CUTLERY CO.,****GEM SAFETY RAZOR**

The Best Safety Razor—sells on sight.  
Good Profits to you, Mr. Dealer.  
Beautiful Display Case FREE.

Simply order the contents:

|               |                 |
|---------------|-----------------|
| 6 Razors,     | 1 No. 3 Set,    |
| 2 No. 1 Sets, | 1 No. 4 "       |
| 2 No. 2 "     | 3 Extra Blades. |

All quick sellers. Cost you about \$20.00 and you double your money.

**SEND FOR CATALOGUE.**

Ask your Jobber for GEM Prices, if he won't supply you we will.

**34 Reade Street, New York.****GLYCO-THYMOLINE**

Trade-Mark Registered U. S. Patent Office

In use seventeen years.

This trade-mark is the property of

**KRESS & OWEN CO., - NEW YORK**Kindly mention *AMERICAN DRUGGIST* when writing to Advertisers.

# ORIGINAL PACKAGE PRICES.

It should be understood that the prices quoted in this column are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a considerable range of prices.

## Drugs, Chemicals, &c.

|                              |         |       |   |       |
|------------------------------|---------|-------|---|-------|
| Acetanilid.                  | lb.     | 30    | @ | 23    |
| Acetate of Lime:             |         |       |   |       |
| Brown.                       | 100 lb. | 1.60  | @ | 1.65  |
| Gray.                        | 100 lb. | 2.35  | @ | 2.40  |
| Acetone.                     | lb.     | 1.18  | @ | 1.15  |
| Acid.                        |         |       |   |       |
| Acetic Com'l.                | 100 lb. | 2.60  | @ | 2.75  |
| Acetic C. P.                 | lb.     | .21   | @ | .25   |
| Acetic, Glacial.             | lb.     | .30   | @ | .35   |
| Aquaforis, 35°.              | lb.     | .09   | @ | .04   |
| Benzole, Ger.                | lb.     | .35   | @ | .35   |
| Boric, Cryst.                | lb.     | .10   | @ | .10   |
| Boric, Cryst. can.           | lb.     | .10   | @ | .10   |
| Carbol. Cryst. blk.          | lb.     | .12   | @ | .14   |
| Chrysophanic.                | lb.     | .20   | @ | .32   |
| Citric, dom.                 | lb.     | 2.50  | @ | 2.65  |
| Citric, Sicilian.            | lb.     | .38   | @ | .35   |
| Gallic.                      | lb.     | .53   | @ | .55   |
| Muriatic C. P.               | lb.     | .07   | @ | .09   |
| Nitric C. P.                 | lb.     | .09   | @ | .11   |
| Oxalic, English.             | lb.     | .05   | @ | .05   |
| Phosphoric.                  | lb.     | .30   | @ | .21   |
| Picric.                      | lb.     | .38   | @ | .35   |
| Pyrogall.                    | lb.     | 1.80  | @ | 1.70  |
| Sulphuric, 65°.              | lb.     | .31   | @ | .34   |
| Tartaric, crystals.          | lb.     | .01   | @ | .02   |
| Tannic, cryst.               | lb.     | .29   | @ | .30   |
| Alcohol, grain.              | gal.    | .55   | @ | .65   |
| Wood, 95-97°.                | gal.    | 2.51  | @ | 2.53  |
| Alum.                        | lb.     | .70   | @ | .80   |
| Alum. Lump.                  | lb.     | .45   | @ | .50   |
| Ground.                      | 100 lb. | 1.75  | @ | 1.75  |
| Ammon. carb.                 | lb.     | 1.85  | @ | 1.85  |
| " bromide, bulk.             | lb.     | .07   | @ | .08   |
| " iodide, bulk.              | lb.     | .23   | @ | .40   |
| Andine Oil.                  | lb.     | 4.75  | @ | 4.80  |
| Antipyrine (New).            | oz.     | .09   | @ | .09   |
| Arrowroot, Bermuda.          | lb.     | .38   | @ | .40   |
| St. Vincent, in bbl.         | lb.     | .09   | @ | .08   |
| Arsenic, Red Saxon.          | lb.     | .05   | @ | .07   |
| White.                       | lb.     | .05   | @ | .05   |
| Balm of Gilead Buda.         | lb.     | .38   | @ | .40   |
| Balsam Copaiba, Cent.        |         |       |   |       |
| Amer.                        | lb.     | .30   | @ | .38   |
| Para.                        | lb.     | .36   | @ | .37   |
| Flr. Canada.                 | gal.    | 3.10  | @ | 3.50  |
| Flr. Oregon.                 | gal.    | .70   | @ | .80   |
| Perr.                        | lb.     | 1.00  | @ | 1.05  |
| Telu.                        | lb.     | .30   | @ | .25   |
| Fl. Angustura.               | lb.     | .38   | @ | .40   |
| Blackthorn.                  | lb.     | .38   | @ | .40   |
| Canara Sag.                  | lb.     | .05   | @ | .05   |
| Carduella.                   | lb.     | .19   | @ | .14   |
| Opuntia root.                | lb.     | .19   | @ | .11   |
| Cramp.                       | lb.     | .09   | @ | .10   |
| Flm. select.                 | lb.     | .39   | @ | .25   |
| Pine, white.                 | lb.     | .05   | @ | .05   |
| Prickly Ash.                 | lb.     | .12   | @ | .15   |
| Sassafras.                   | lb.     | .19   | @ | .19   |
| Soap, whole.                 | lb.     | .05   | @ | .05   |
| Crushed.                     | lb.     | .05   | @ | .05   |
| Wild Cherry.                 | lb.     | .05   | @ | .19   |
| Bismuth, citrate.            | lb.     | 2.80  | @ | 2.85  |
| " ammon. cit.                | lb.     | 3.60  | @ | 3.25  |
| " subcarb. blk.              | lb.     | 2.45  | @ | 2.50  |
| " subcarb. blk.              | lb.     | 2.70  | @ | 2.75  |
| " subgallate.                | lb.     | 2.50  | @ | 2.55  |
| Bleaching Powder, Eng.       | lb.     | .01   | @ | .01   |
| German R.                    | lb.     | .01   | @ | .01   |
| Domestic.                    | lb.     | .01   | @ | .01   |
| Vine Vitriol.                | lb.     | .05   | @ | .04   |
| Borax, Refined.              | lb.     | .07   | @ | .07   |
| powd. conc.                  | lb.     | .07   | @ | .08   |
| crystals.                    | lb.     | .07   | @ | .08   |
| Bismuth, crude 24.           | lb.     | 22.00 | @ | .75   |
| Bromine, bulk.               | lb.     | .02   | @ | .03   |
| Burundv Pitch.               | lb.     | .02   | @ | .03   |
| Canoe Butter, blk.           | lb.     | .28   | @ | .30   |
| " 12 lb. boxes.              | lb.     | .34   | @ | .34   |
| Caffeine.                    | lb.     | 2.65  | @ | 2.75  |
| Caleum hyposulphite lb.      | lb.     | .40   | @ | .64   |
| Cantharides, Chinese.        | lb.     | .50   | @ | .52   |
| " powd.                      | lb.     | .55   | @ | .57   |
| Russian, whole.              | lb.     | 1.35  | @ | 1.80  |
| Castia Buds.                 | lb.     | .20   | @ | .30   |
| Castor Oil, No. 1, bbl.      | lb.     | 1.04  | @ | 1.11  |
| " No. 1, cases.              | lb.     | 1.04  | @ | 1.11  |
| " No. 3, bbl.                | lb.     | .09   | @ | .10   |
| " No. 3, cases.              | lb.     | .10   | @ | .11   |
| Caustic Soda.                | 100 lb. | 1.70  | @ | 1.75  |
| Chalk, Eng. Precip. bulk lb. | lb.     | .06   | @ | .06   |
| Chloral Hydrate, crystals.   | lb.     | .09   | @ | .09   |
| bulk.                        | lb.     | .09   | @ | .09   |
| crystals, blk.               | lb.     | .25   | @ | .30   |
| Chloroform, bulk.            | lb.     | .25   | @ | .30   |
| Cinchonide Sulph.            | oz.     | .12   | @ | .15   |
| Caroline Marlate.            | oz.     | 3.30  | @ | 3.75  |
| Cod Liver Oil, Norweg. bbl.  | lb.     | 27.00 | @ | 1.00  |
| " Newfoundland.              | lb.     | .70   | @ | .75   |
| Colocynth, Trieste.          | lb.     | .33   | @ | .33   |
| Spanish.                     | lb.     | .37   | @ | .38   |
| Copperas, car. lots.         | 100 lb. | .17   | @ | .52   |
| " single bbls.               | 100 lb. | .85   | @ | .90   |
| Creosote, Berwood.           | lb.     | .85   | @ | .90   |
| Cream Tartar, blk.           | lb.     | .23   | @ | .24   |
| Cubeb berries, xx.           | lb.     | .09   | @ | .09   |
| " Powdered.                  | lb.     | .11   | @ | .13   |
| Cutch, bales.                | lb.     | .07   | @ | .08   |
| boxes.                       | lb.     | .05   | @ | .06   |
| Cuttle Bone, Trieste.        | lb.     | 1.14  | @ | .15   |
| French.                      | lb.     | .45   | @ | .57   |
| Jewellers' large.            | lb.     | .45   | @ | .45   |
| " small.                     | lb.     | .05   | @ | .05   |
| Nertrin.                     | lb.     | .05   | @ | .05   |
| Divi Divi.                   | ton.    | 30.00 | @ | 45.00 |
| Dragon's B'd, lump.          | lb.     | .15   | @ | .18   |
| In reeds.                    | lb.     | .30   | @ | .35   |
| Ensom Salts.                 | 100 lb. | .42   | @ | 1.00  |
| Ergot, German.               | lb.     | .44   | @ | .45   |
| Stenial.                     | lb.     | .42   | @ | .45   |
| Proline, Dom.                | lb.     | 4.25  | @ | 5.00  |
| Flowers, Arica.              | lb.     | .09   | @ | 1.04  |

## Flowers—cont'd.

|                           |      |      |   |      |
|---------------------------|------|------|---|------|
| Calendula.                | lb.  | .38  | @ | .33  |
| Chamomile, Roman.         | lb.  | .12  | @ | .15  |
| German.                   | lb.  | .12  | @ | .15  |
| Hungarian.                | lb.  | .10  | @ | .12  |
| Insect, open.             | lb.  | .15  | @ | .17  |
| Half closed.              | lb.  | .26  | @ | .23  |
| Closed.                   | lb.  | .36  | @ | .36  |
| Powder.                   | lb.  | .14  | @ | .22  |
| Lavender.                 | lb.  | .09  | @ | .10  |
| Select.                   | lb.  | .28  | @ | .35  |
| Saffron, Amer.            | lb.  | .80  | @ | .85  |
| Spanish Alicante.         | lb.  | .475 | @ | 6.00 |
| " Valencia.               | lb.  | 6.35 | @ | 7.10 |
| Formaldehyde.             | lb.  | .18  | @ | .09  |
| Glauber Salt, per 100 lb. | lb.  | .50  | @ | .60  |
| Glycerin, C. P. drums.    | lb.  | .12  | @ | .13  |
| Select.                   | lb.  | .14  | @ | .15  |
| Grains of Paradise.       | lb.  | .11  | @ | .15  |
| Guarana.                  | lb.  | .55  | @ | .60  |
| Gums: Aloes, Cape.        | lb.  | .09  | @ | .10  |
| " Barbadoes.              | lb.  | .08  | @ | .18  |
| " Gucaco.                 | lb.  | .06  | @ | .08  |
| " Socot.                  | lb.  | .18  | @ | .20  |
| Arabic, 1st pkd.          | lb.  | .28  | @ | .35  |
| " 2d pkd.                 | lb.  | .19  | @ | .23  |
| " sorts.                  | lb.  | .06  | @ | .11  |
| Asafoetida.               | lb.  | .15  | @ | .30  |
| Benzoin, Sumatra.         | lb.  | .29  | @ | .35  |
| Siam.                     | lb.  | .90  | @ | 1.00 |
| Camphor, ref'd. blk.      | lb.  | .68  | @ | .68  |
| cases.                    | lb.  | .65  | @ | .68  |
| Chicle.                   | lb.  | .77  | @ | .88  |
| Gamboge.                  | lb.  | .77  | @ | .88  |
| Guaiac.                   | lb.  | .19  | @ | .35  |
| Kino.                     | lb.  | .25  | @ | .35  |
| Mastic.                   | lb.  | .44  | @ | .47  |
| Myrrh.                    | lb.  | .22  | @ | .32  |
| Olibanum.                 | lb.  | .06  | @ | .15  |
| Sassa.                    | lb.  | .14  | @ | .15  |
| Senegal, pkd.             | lb.  | .11  | @ | .13  |
| Tragacanth, Aleppo.       | lb.  | .30  | @ | .63  |
| Tragacanth, Turkey.       | lb.  | .35  | @ | .90  |
| Haarim Oil.               | lb.  | 1.80 | @ | 1.95 |
| Hypophosphite lime.       | lb.  | .43  | @ | .50  |
| " potash.                 | lb.  | .43  | @ | .50  |
| " soda.                   | lb.  | .48  | @ | .55  |
| Ichthyol.                 | lb.  | 4.00 | @ | 4.35 |
| Indigo.                   | lb.  | .90  | @ | 1.25 |
| Insect Pwd. pure.         | lb.  | .14  | @ | .35  |
| Iodine, resub.            | lb.  | 4.15 | @ | 4.40 |
| Iodoform.                 | lb.  | 4.40 | @ | 4.43 |
| Iron citrate, U. S. F.    | lb.  | .41  | @ | .41  |
| " and ammon. citrate      | lb.  | .41  | @ | .41  |
| (green scales).           | lb.  | .41  | @ | .41  |
| and quinine citrate.      | lb.  | 1.31 | @ | 1.36 |
| phosphate, scales.        | lb.  | .38  | @ | .38  |
| pyrophosphate, scales.    | lb.  | .38  | @ | .38  |
| quinine and strychnine    | lb.  | .38  | @ | .38  |
| citrate.                  | lb.  | 1.30 | @ | 1.35 |
| Isinglass, Amer.          | lb.  | 1.20 | @ | 1.35 |
| Russian.                  | lb.  | 4.00 | @ | 4.10 |
| Juniper Berries.          | lb.  | .02  | @ | .02  |
| Lanoline.                 | lb.  | .60  | @ | .65  |
| Leaves: Aconite.          | lb.  | .09  | @ | .10  |
| Belladonna.               | lb.  | .09  | @ | .10  |
| Buchu, short.             | lb.  | .14  | @ | .16  |
| " long.                   | lb.  | .19  | @ | .25  |
| Cannab. Indica, tops.     | lb.  | 1.00 | @ | .55  |
| Coca, Truxillo.           | lb.  | .18  | @ | .19  |
| " Huancuco.               | lb.  | .33  | @ | .35  |
| Damiana.                  | lb.  | .08  | @ | .10  |
| Digitaria.                | lb.  | .09  | @ | .10  |
| Grindelia robusta.        | lb.  | .09  | @ | .10  |
| Horehound.                | lb.  | .04  | @ | .05  |
| Hysocyanus.               | lb.  | .14  | @ | .15  |
| Jaborandi.                | lb.  | .14  | @ | .15  |
| Pulsatilla.               | lb.  | .07  | @ | .11  |
| Rose, Red.                | lb.  | .65  | @ | .70  |
| Senna, pkd. whole.        | lb.  | .17  | @ | .20  |
| Alexandria, natural.      | lb.  | .10  | @ | .11  |
| garbled and sifted.       | lb.  | .15  | @ | .16  |
| Flower, 14.               | lb.  | .08  | @ | .14  |
| Alexandria, siftings.     | lb.  | .03  | @ | .04  |
| Stramonium.               | lb.  | .08  | @ | .08  |
| Yerba Santa.              | lb.  | .11  | @ | .12  |
| Liquorice—mass.           | lb.  | .03  | @ | .10  |
| Spanish.                  | lb.  | .14  | @ | .20  |
| Imported mass Span.       | lb.  | .13  | @ | .24  |
| Stick, Calabria.          | lb.  | .23  | @ | .26  |
| Domestic.                 | lb.  | .16  | @ | .23  |
| Lithia, carbonate.        | lb.  | 1.50 | @ | 1.75 |
| citrate.                  | lb.  | 1.15 | @ | 1.25 |
| Lupulin, Ger.             | lb.  | .19  | @ | .25  |
| Lycopodium.               | lb.  | .65  | @ | .70  |
| Magnesia, carb.           | lb.  | .12  | @ | .15  |
| Manna, large flk.         | lb.  | .45  | @ | .50  |
| Small flake.              | lb.  | .32  | @ | .35  |
| Menthol, Japanese.        | lb.  | .20  | @ | .25  |
| Mercurials:               |      |      |   |      |
| Blue Pill.                | lb.  | .43  | @ | .45  |
| Calomel.                  | lb.  | .77  | @ | .79  |
| Corr. Sublim.             | lb.  | .65  | @ | .81  |
| Mercury and Chalk.        | lb.  | .33  | @ | .38  |
| Ointment, 1/2.            | lb.  | .33  | @ | .38  |
| Ointment, 3/4.            | lb.  | .33  | @ | .38  |
| Red Precip.               | lb.  | .97  | @ | .99  |
| White.                    | lb.  | .92  | @ | .94  |
| Morphine, bulk.           | oz.  | 2.25 | @ | 2.50 |
| Eligths.                  | oz.  | 2.45 | @ | 2.50 |
| Moss, Iceland.            | lb.  | .05  | @ | .06  |
| Irish.                    | lb.  | .05  | @ | .06  |
| Irish, bleached.          | lb.  | .05  | @ | .06  |
| Naphthaline, flake.       | lb.  | .02  | @ | .02  |
| Ball.                     | lb.  | .02  | @ | .02  |
| Nux Vomica.               | lb.  | .02  | @ | .03  |
| Nutgalls, Aleppo.         | lb.  | .19  | @ | .20  |
| Oil, Anise.               | lb.  | 1.12 | @ | 1.15 |
| Almonds, bit, Eng.        | lb.  | 3.50 | @ | 3.75 |
| French.                   | lb.  | 3.55 | @ | 3.61 |
| bit, artificial.          | lb.  | .50  | @ | .53  |
| sweet, true.              | lb.  | .35  | @ | .39  |
| Peach kernels.            | lb.  | .19  | @ | .22  |
| Bav.                      | lb.  | 2.25 | @ | 2.60 |
| 22 oz. bots.              | bot. | 3.25 | @ | 3.35 |
| Bergamot.                 | lb.  | 2.10 | @ | 2.25 |
| Cajuput.                  | lb.  | .52  | @ | .58  |
| Camphor.                  | lb.  | .12  | @ | .18  |
| Caraway.                  | lb.  | 1.15 | @ | 1.40 |
| Cassia 75/80%.            | lb.  | .77  | @ | .80  |
| Cedar, pure.              | lb.  | .65  | @ | .75  |

## Oils—cont'd.

|                        |     |       |   |       |
|------------------------|-----|-------|---|-------|
| red.                   | lb. | .20   | @ | .26   |
| Citronella.            | lb. | .42   | @ | .45   |
| Clove, bud.            | lb. | .65   | @ | .80   |
| Copa.                  | lb. | .50   | @ | .50   |
| Coriander.             | lb. | 5.00  | @ | 11.00 |
| Croton.                | lb. | .75   | @ | .90   |
| Cubeb.                 | lb. | .85   | @ | .90   |
| Eucalyptus.            | lb. | .40   | @ | .60   |
| Geranium.              | lb. | 1.60  | @ | 4.75  |
| Lavender, flowers.     | lb. | 2.00  | @ | 2.25  |
| Lemon.                 | lb. | 3.00  | @ | 3.50  |
| Mustard.               | lb. | 4.25  | @ | 5.35  |
| Myrrane.               | lb. | .06   | @ | .07   |
| Neroli.                | lb. | 45.00 | @ | 60.00 |
| Nutmeg.                | lb. | .80   | @ | .90   |
| Orange, sweet.         | lb. | 1.80  | @ | 1.85  |
| Orange, bitter.        | lb. | 2.00  | @ | 2.50  |
| Peppermint.            | lb. | 1.15  | @ | 1.25  |
| Pennyroyal.            | lb. | 2.35  | @ | 2.50  |
| Petit, grain, French.  | lb. | 4.00  | @ | 4.50  |
| " So. Amer.            | lb. | 1.90  | @ | 1.90  |
| Pimento.               | lb. | 1.80  | @ | 1.90  |
| Rose.                  | lb. | 3.50  | @ | 4.50  |
| Sandalwood.            | lb. | 3.25  | @ | 3.50  |
| Sassafras.             | lb. | .50   | @ | .55   |
| " Artificial.          | lb. | .24   | @ | .25   |
| Safrol.                | lb. | .35   | @ | .38   |
| Spearmint.             | lb. | 4.75  | @ | 5.00  |
| Tanay.                 | lb. | 3.75  | @ | 4.00  |
| Thyme.                 | lb. | 1.00  | @ | 1.30  |
| Wilder's, sweet birch. | lb. | 1.85  | @ | 1.85  |
| " Synthetic.           | lb. | .87   | @ | .40   |
| Wood (Chinese).        | lb. | .08   | @ | .09   |
| Wormwood.              | lb. | 3.25  | @ | 3.50  |
| Wormseed.              | lb. | 3.00  | @ | 3.25  |
| Opium, Nat. cases.     | lb. | 3.30  | @ | 3.35  |
| " ordinary, Job.       | lb. | 3.30  | @ | 3.35  |
| " powdered.            | lb. | 3.70  | @ | 3.75  |
| Orange peel, bit.      | lb. | .03   | @ | .04   |
| Sweet.                 | lb. | .04   | @ | .10   |
| Petrolatum.            | lb. | .03   | @ | .08   |
| Phenazetide.           | oz. | .85   | @ | .95   |
| Potassium acetate.     | lb. | .17   | @ | .18   |
| " bromide.             | lb. | .27   | @ | .3    |

## Prices Current.

The outside prices quoted are for such quantities as retailers usually purchase. When purchasing original packages the inside quotations should be expected, while a slight advance over the outside quotations given may be demanded for very small lots. Current commercial quality is understood unless otherwise indicated. For extra quality or for specified makes a slightly higher price will have to be paid.

Corrected to October 7

|   |       |  |           |  |       |
|---|-------|--|-----------|--|-------|
| Acetanilid, 5 lbs., 28.....lb.            | 30-32 | Agurin.....ozs.                                      | 1.70      | Antiphthisin, Klebs', 15-Oc. vials, ea.                            | 2.75  |
| Acetone, lb., 22; Medicinal.....lb.       | 85    | Airol, oza.....ozs.                                  | 1.00      | Antipyrctic Liquid, Tilden's.....ozs.                              | 2.50  |
| Acid, Acetic, U. S. P., carboys, 6, lbs.  | 8-9   | Albumen, Egg.....lb.                                 | .70       | Antipyrine, Dr. Knorr's.....ozs.                                   | .51   |
| No. 2, carboy, 5; lb., 7; Glacial, lb.    | 28-30 | Alcohol, 10 gals., 2.70.....gal.                     | 2.80-2.85 | New Grade.....ozs.   | .30   |
| Arsenous, fused, lb., 18.....ozs.         | .8    | Alcohol, Columbia Spirit, 10 gals., 1.35 gal.        | 1.50      | Antistreptococcal Serum (Veterinary), "Pasteur," 10-Oc. vial, doz. | 9.00  |
| Benzole, English, 50-oz. boxes, 10, ozs.  | 13-16 | Cologne Spirit, 10 gals., 2.75.....gal.              | 2.85      | Antitoxic Serum (Veterinary), "Pasteur," 10-Oc. vial.....doz.      | 9.00  |
| Benzole, from Tolnol, lbs., 58.....ozs.   | 11-13 | Wood, 10 gals., .80.....gal.                         | .85-90    | Antithyroidin, 10-Oc. vials.....ozs.                               | 1.50  |
| Boric, crystals, 25 lbs., 14.....lb.      | .15   | Alisarin.....lb.                                     | .15       | Antitoxin, Diphtheria, Stearns':                                   |       |
| Boric, P., 25 lbs., 14.....lb.            | .16   | Allspice, 10 lbs., 11.....lb.                        | .30       | No. 0, per 500 units.....  | 1.10  |
| Cacodylic, 1/2 lbs.....ozs.               | 4.00  | powdered, 5 lbs., 18.....lb.                         | .35       | No. 1, per 1,000 units.....  | 1.05  |
| Camphoric.....ozs.                        | .50   | Almonds, bitter, shelled.....lb.                     | .40       | No. 2, per 2,000 units.....  | 1.80  |
| Carbolic crystals, 10 lbs., 22.....lb.    | 23-27 | Sweet, shelled.....lb.                               | .85       | No. 3, per 3,000 units.....  | 2.40  |
| Calve's No. 1, lb., 1.95; No. 2, lb.      | 1.40  | Almond Meal, true, 10 lbs., 45.....lb.               | .50       | No. 4, per 4,000 units.....  | 6.00  |
| Solution, 10 gals., 45.....gal.           | .50   | Aloin, lb., .55.....ozs.                             | .6-8      | Antivom. Ritsert, Pills, 30 ea.....doz.                            | 9.50  |
| Chromic, lb., 55.....ozs.                 | .11   | Alpha-Eucaine.....ozs.                               | 3.50      | Apiol, Fluid Green.....ozs.  | .35   |
| Chrysophanic, 1-oz. cartons.....ozs.      | 21-22 | Alphosone.....ozs.                                   | 4.50      | Capsules, Joret's.....doz.   | 6.25  |
| Cinnamic.....ozs.                         | 35-40 | Alum, cryst. bbls., 24.....lb.                       | 3-4       | Apolyan.....ozs.   | .65   |
| Citric, crystals, 10 lbs., 39.....lb.     | 40-42 | powdered, bbls., 34.....lb.                          | 6-8       | Apomorphine, Hydrochlor, Cryst.....ozs.                            | 7.50  |
| Gallic, lbs., 70.....ozs.                 | .9    | burnt, 10 lbs., 10.....lb.                           | 12-14     | Amorphous.....ozs.   | 2.50  |
| Hydrochloric, carboys, 24.....lb.         | 4-5   | Aluminum, Acetate.....ozs.                           | .15       | Areca, Nuts, powd.....lb.  | 25-28 |
| O. P.....lb.                              | 11-13 | Sulphate, lb., 10; Wire.....lb.                      | 2.25      | Argentamine.....ozs.   | .75   |
| Hydrocyanic, dil., lbs., 30.....ozs.      | .10   | Alumina.....ozs.                                     | .50       | Argols, Red, powdered.....lb.                                      | .13   |
| Hydrobromic, dil.....lb.                  | .25   | Amber, rasped.....ozs.                               | .35       | Argonin.....ozs.   | .65   |
| Hypophosphorus, 50 per cent. sol.....lb.  | 1.05  | Ambergris, gray, oz., \$30.00.....dram.              | 4.00      | Aristol, 25 ozs., 1.65.....ozs.                                    | 1.80  |
| Lactic, concentr., lbs., 70.....ozs.      | .12   | Ammonia (See Water and Spirit.).....ozs.             | .15-22    | Aristochin, oza.....ozs.   | 2.30  |
| Nitric, carboys, 54 lbs., 8; O. P.....lb. | .14   | Ammonium, Bromide, 5-lb. bot., 35.....lb.            | .40       | ".....ozs.   | 2.35  |
| Oleic, purified, U. S. P.....lb.          | .40   | Carbonate, 25 lbs., 10.....lb.                       | 12-14     | Arrowroot, Bermuda, true.....None in market                        |       |
| Oxalic, 10 lbs., 9.....lb.                | 10-12 | Iodide, lbs., 6.15.....ozs.                          | .47       | St. Vincent, 30 lbs., 14.....lb.                                   | .18   |
| Phosphoric, glacial.....lbs.              | .55   | Muriate, gran. com.....lb.                           | .10       | Taylor's, 1-lb., 24 lbs., 28.....lb.                               | .33   |
| U. S. P., 85 per cent. syrupy.....lb.     | 33-35 | purified, lb., 17; powdered.....lb.                  | .18       | Arsenauro, 1-oz. bots.....doz.                                     | 8.50  |
| Picric.....lb.                            | .58   | Salammoniac, muriate, cryst.....lb.                  | 12-14     | Arsenic, Donovan's Sol.....lb.                                     | .30   |
| Pyrogallol, lbs., 2.35.....ozs.           | .24   | Nitrate, crystals, 10 lbs., 22.....lb.               | .25       | Fowler's Sol.....lb.   | .16   |
| Pyroligneous, pure.....lb.                | .30   | Valerianate, lb., 1.50.....ozs.                      | 15-22     | White.....lb.  | .12   |
| Salicylic, white, 10 lbs., 40.....lb.     | 42-44 | Ammonol.....ozs.                                     | 1.05      | Aspirin, 50 ozs., 38.....ozs.                                      | .45   |
| Stearic, hard.....lb.                     | .18   | Amalgam, 1-oz. vials.....ozs.                        | 2.40      | Atropin, Sulph., 1-oz.....ozs.                                     | 5.95  |
| Succinic.....ozs.                         | .27   | Amyl, Nitrate.....ozs.                               | .25       | Balsam, Copaiba, Para, 5 lbs., 45.....lb.                          | 47-50 |
| Sulphuric, carboys, 2.....lb.             | .4    | Amylene, Hydrate.....ozs.                            | .49       | Fir, Canada.....lb.  | 50-55 |
| O. P., carboys, 10.....lb.                | .12   | Anaesthesia.....ozs.                                 | 1.00      | Oregon.....lb.   | 25-30 |
| Sulphurous.....lb.                        | .10   | Aniline, Red, crystals.....lb.                       | 1.25      | Peru.....lb.   | 1.25  |
| Tannic, lbs., 85.....ozs.                 | 11-14 | Black.....lb.  | .75       | Tolu, 10-lb. can, 33.....lb.                                       | .85   |
| Tartaric, powdered, 10 lbs., 34.....lb.   | 35-38 | Crystals for ink.....lb.                             | 1.50      | Barbadoes Tar.....gal.   | .60   |
| Valerianic.....ozs.                       | .20   | Blue, Deep, No. 1.....lb.                            | 2.00      | Barium, Acetate.....ozs.   | .15   |
| Acetamine, Amorphous, 1 oza.....ozs.      | 1.40  | Sol., reddish, No. 1.....lb.                         | 2.50      | Carbonate.....lb.  | .40   |
| Adonis Lamm, E. J. D.....lb.              | .25   | Crimson.....lb.                                      | 1.50      | Chloride.....lb.   | .17   |
| Adrenalin, solution.....ozs.              | .60   | Brown, Blamarch.....lb.                              | 1.25      | Nitrate.....lb.  | .15   |
| Adonidin, 15-gr. vials.....ozs.           | .15   | soluble.....lb.                                      | 1.00      | Oxide, pure.....ozs.   | .10   |
| Agaricin, 15-gr. vials, each, 10.....ozs. | .60   | Green, crystals.....lb.                              | 1.50      | Bark, Angostura.....lb.  | .55   |
| Agaric, white.....lb.                     | .40   | Orange.....lb.                                       | 1.00      | Barberry.....lb.   | .30   |
| Agathin.....ozs.                          | 2.50  | Purple, B. B.....lb.                                 | 1.75      | Berberis Aquifol.....lb.   | .30   |
|   |       | Scarlet, lb. 1.50.....Yellow.....lb.                 | 1.25      | Buckthorn.....lb.  | .18   |
|   |       | Anatto.....lb.                                       | .65-60    | Canella.....lb.  | .30   |
|   |       | Anodyne, Hoffman's.....lb.                           | .60       | Cascara, Sagrada.....lb.   | 20-25 |
|   |       | Anthrax Vaccine, "Pasteur," double tubes.....doz.    | 18.00     | Cascarilla, select.....lb.   | .25   |
|   |       | Antiarthrin.....ozs.                                 | 1.05      | Ossia, in mats.....lb.   | .14   |
|   |       | Antikamnia, powdered or tablets.....ozs.             | 1.00      | Saloon.....lb.   | .65   |
|   |       | Combination tablets.....ozs.                         | 1.00      | Cinchona, Red, E. I.....lb.  | .35   |
|   |       | 10-oz. lots, assorted to order.....ozs.              | 9.25      | powdered, 10 lbs., 33.....lb.                                      | 32-35 |
|   |       | Tablets, "vest-pocket boxes".....doz.                | 1.75      | Cinchona Calisaya.....lb.  | .35   |
|   |       | In 1 gross lots, 5 per cent. discount.....lb.        |           | powdered.....lb.   | .40   |
|   |       | Antimony Sulphuret, powd., pure, 10 lbs., 16.....lb. | 17-20     | pale, lb., 30; powdered.....lb.                                    | .25   |
|   |       | Antinosine.....ozs.                                  | 2.10      | Cinnamon, Ceylon.....lb.   | .35   |

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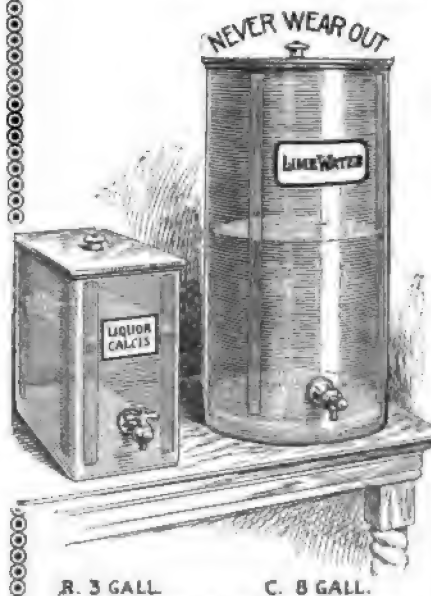
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|   |   |  |
|---|---|--|
| Bark, Oendurango.....lb. .25                        | Breast Tea, 5 lbs., .25.....lb. .27-30                | Colchicine, cryst., 15-gr. vials...grain. .14                |
| Elm, selected.....lb. .30-35                        | Brimstone Roll, bbls., .24.....lb. .4-5               | Collodion.....lb. .77  |
| ground, 10 lbs., .18.....lb. .22                    | Bromine.....oz. .13                                   | Cantharidal.....lb. 2.00                                     |
| powdered, 10 lbs., .22.....lb. .25                  | Bromoforn.....oz. .19                                 | Flexible.....lb. .77   |
| Hemlock, crushed.....lb. .15                        | Buda, Balm of Gilead.....lb. .45                      | Colocynth Apple.....lb. .54                                  |
| Messico.....lb. .35                                 | Cassa.....lb. .35                                     | powdered.....lb. .60   |
| Oak, white, crushed.....lb. .15                     | Butter, Cacao, 12 lbs., .35.....lb. .40-42            | Composition Powder, 2 ozs.....lb. .35                        |
| Orange Peel, bitter.....lb. .15                     | Butylchloral.....oz. .35                              | Confection, Senna.....lb. .40                                |
| Prickly Ash.....lb. .35                             | Cadmium, Bromide.....oz. .17                          | Copper, Sulph., bbl., .54.....lb. .7-8                       |
| Quercus.....lb. .25                                 | Iodide.....oz. .35                                    | powdered.....oz. .60   |
| Sassafras, 10 lbs., .14.....lb. .18                 | Caffeine, lb., 3.40.....oz. .29-31                    | Copperas, bbl., .1.....lb. .2-3                              |
| Sassafras, Extra.....lb. .22-25                     | Bromide.....oz. .33                                   | Corrosive Sublimite, 10 lbs., 30.....lb. .98                 |
| Simaruba.....lb. .40-45                             | Citrate, U. S. P., lb., 2.50.....oz. .21-23           | powdered, 10 lbs., .50.....lb. .98                           |
| Soap (Quillaja), cut, 5 lbs., .11.....lb. .12       | Valerianate.....lb. .85                               | Coumarin, Cryst., Fries Bros., lb., 7.00.....oz. .70         |
| powdered.....lb. .15                                | Calamine.....lb. .10-12                               | Cowhage.....oz. .40  |
| Wild Cherry, 5 lbs., .12.....lb. .14                | Calcium, Carb., precip.....lb. .8-10                  | Cream Tartar, 99 p. c., powdered, 50                         |
| ground, 5 lbs., .14.....lb. .17                     | Glycerophosphate.....oz. .25-50                       | lbs., .25; 17 lbs., .27.....lb. .23-30                       |
| Witch Hazel.....lb. .20                             | tablets, boxes, 50 5-gr.....oz. .30                   | Creolin, lbs.....oz. 8.00                                    |
| Barley, Pearl.....lb. .5-6                          | Hypophosphite, lb., .35.....oz. .10-14                | Creosote, Beechwood Tar.....lb. 1.00-2.50                    |
| Bay Rum, Porto Rico.....gal. 1.90-2.35              | Iodide.....oz. .43                                    | Carbonate, lbs., 9.00.....oz. .65                            |
| St. Thomas.....gal. 2.50-3.00                       | Lactophosphate.....oz. .13-15                         | Phosphate, lb., 10.00.....oz. 1.00                           |
| Beau, Calabar.....lb. .35                           | Phosphate, precip.....lb. .15                         | Crulin Kalle, 25 grms.....each. 1.50                         |
| St. Ignatius.....lb. .30                            | Sulphide.....lb. .28                                  | Cystogen, powdered ozs.....oz. 1.00                          |
| Tonka, Angostura.....lb. .75-85                     | Calomel, 10 lbs., .85.....lb. .90-95                  | powdered, 8 ozs.....pkg. 4.00                                |
| Surinam.....lb. .60                                 | Camphor, Monobromated, lbs., 1.50.....oz. .21         | 5-gr. tablets, ozs.....kg. 5.00                              |
| Vanilla, Mexican, long.....lb. 8.50                 | Cantharides, Russian.....lb. 1.50-1.60                | 25's.....oz. 4.00  |
| med.....lb. 7.50                                    | powdered.....lb. 1.65-1.75                            | Aperient.....oz. 8.00  |
| short.....lb. 7.00                                  | Cantharidal Vesicant, ozs.....dos. 2.50               | Cumarine, lb., 4.50.....lb. 1.00                             |
| Bourbon, long.....lb. 5.50                          | Cantharidin.....grain. .12                            | Curie Powder.....lb. 1.00                                    |
| med.....lb. 5.50                                    | Capaicum, African.....lb. 19-21                       | Cuttle-Fish Bone, select.....lb. 30-50                       |
| short.....lb. 4.50                                  | powdered, 5 lbs., .23.....lb. .25-28                  | Dermatol, ozs., 22.....lb. 2.50                              |
| Benzol, Coal Tar.....lb. .24                        | Caroid, powder form.....oz. 1.25                      | Dextrin, bag, 7.....lb. 18-19                                |
| Benzosol.....oz. 1.25                               | and Soda Tablets, 1000.....bot. .67                   | Diabetic.....lb. 1.50  |
| Berberine, Carb.....oz. 5.00                        | Carbon, Disulphide.....lb. .11                        | Digitalin, 1 oz.....oz. 7.00                                 |
| Hydrochlor.....oz. 1.80                             | Carmin, No. 40, lb., 4.25-4.50.....oz. .30-35         | Diuretin.....oz. 1.75  |
| Berries, Cubeb, lb., .16; powdered.....lb. .23-25   | Caster, Fiber, ozs., 1.25; powdered.....oz. 1.25-1.50 | Dover's Powder, 10 lbs., 1.10.....lb. 1.15                   |
| Fish.....lb. .12                                    | Cerium, Oxalate, lb., .45.....oz. .7                  | Dragon's Blood, reeds.....lb. .60                            |
| Juniper.....lb. .6-8                                | Chalk, French, powdered.....lb. .10                   | extra powdered.....lb. 1.00                                  |
| powdered.....lb. .15                                | prepared, Thomas' Eng., 7-lb. bag.....lb. .9          | Duotal.....oz. 1.50  |
| Poke.....lb. .30                                    | prepared, Thomas' Eng., 8-lb., white, box.....oz. .65 | Earth, Fuller's, po., 25 lbs., .5.....lb. .6-8               |
| Prickly Ash.....lb. .25-35                          | prepared, Thomas' Eng., 8-lb., pink, box.....lb. .7   | Eka-Iodoform.....oz. .70                                     |
| Samac.....lb. .30                                   | Charcoal, Animal, powd.....lb. 10                     | Elaterium.....oz. .70  |
| Beta-Eucaine.....oz. 3.50                           | Willow, powd.....lb. .14                              | Emulsol, per dos., 2 ozs.....oz. 6.00                        |
| Bismuth, Ammonia Citrate, lb., 3.50.....oz. .26     | Chloral Hydrate, 5 lbs., 1.10.....lb. 1.15-1.25       | Elixir Iodo-Bromide of Calcium                               |
| Subcarbonate.....lb. 3.25                           | Croton.....oz. .35                                    | Comp., Tilden's.....pt. .25                                  |
| Subnitrate, 5 lbs., 2.50.....lb. 2.85               | Chloralamid, 25 pkgs., 70.....pkg. .80                | Empyroform.....oz. .65                                       |
| Subgallate, lb., 2.95.....oz. .25-28                | Chloroform, Purified, 5 lbs., .38.....lb. .40         | Eosote (Creosote Valerianate).....oz. .67                    |
| Subsulfate, lb., 3.80.....oz. .26-28                | Commercial, 5 lbs., .33.....lb. .35                   | Eplearin.....oz. .50   |
| Blacklegine, "Pasteur," (Blackleg.....oz. 12.00     | Cinchonidine, Salicylate.....oz. .45                  | Epsom Salts, bbl., .14.....lb. .2-3                          |
| Vaccine, cord form), No. 1, 10.....dos. 12.00       | Sulphate, 5-oz. cans, 27.....oz. .32                  | Ergotine, Bonjeans, lb., 8.50.....oz. .55                    |
| Blacklegine, "Pasteur," (Blackleg.....oz. 20.00     | Cinchonine, Sulphate.....oz. .13-17                   | Ergot, Spanish.....lb. .65                                   |
| Vaccine, cord form), No. 2, 20.....dos. 20.00       | Cinnabar.....lb. 1.50                                 | powdered.....lb. .55   |
| Blacklegine, "Pasteur," (Blackleg.....oz. 48.00     | Civet.....lb. .10                                     | Russian, lb., .45; powdered.....grain. .25                   |
| Vaccine, cord form), No. 3, 50.....dos. 48.00       | Clay, China, lb., .8; powdered.....lb. .18            | Sulphate, 5-gr. v.....grain. .17                             |
| Blacklegine Vaccine, "Pasteur," pow-.....dos. 12.00 | Cloves, 10 lbs., .20.....lb. .24                      | Salicylate, 5-gr. v.....grain. .17                           |
| der packet.....dos. 12.00                           | Cobalt, Carbonate.....oz. .35                         | Ether, Nitrous, Conc., 1/2 and 1 lb.....1.00-1.25            |
| Bladder Wrack.....lb. .25                           | Chloride.....oz. .30                                  | Sulphuric, 1890, lb., .68; washed.....lb. .75                |
| Blue Vitriol, bbl., .54; 100 lbs., .6.....lb. .8-10 | Nitrate, ozs., .25; powdered.....oz. .25              | Concent., 1890.....lb. .75                                   |
| powdered, 50 lbs., .10.....lb. .12                  | Cocaine, Hydrochlorate, Cryst.....oz. 3.75-4.00       | Acetic.....lb. .50   |
| Bole, Armenia, powdered, tree.....lb. .12           | Alkaloid.....oz. 4.50-4.55                            | Ethiops Mineral.....lb. .70                                  |
| Bone Ash.....lb. .15                                | Oleate, 5 per cent.....oz. 1.00-1.15                  | Ethyl, Bromide, 1-oz. bot. or tube.....oz. .20-25            |
| Borax, 100 lbs., .84.....lb. .9-12                  | Cochineal, Honduras.....lb. .55                       | Iodide.....oz. .54   |
| powdered, 50 lbs., .84.....lb. .9-12                | powdered.....lb. .60                                  | Eucaine, Hydrochlor, 1/2, 1/2 ozs., 3.00; 1/2, 1/2 ozs. 3.50 |
|   | Codeine, Pure Alkaloid, ozs.....oz. 3.50-3.80         |  |
|   | Sulphate, ozs.....oz. 3.25-3.40                       |  |

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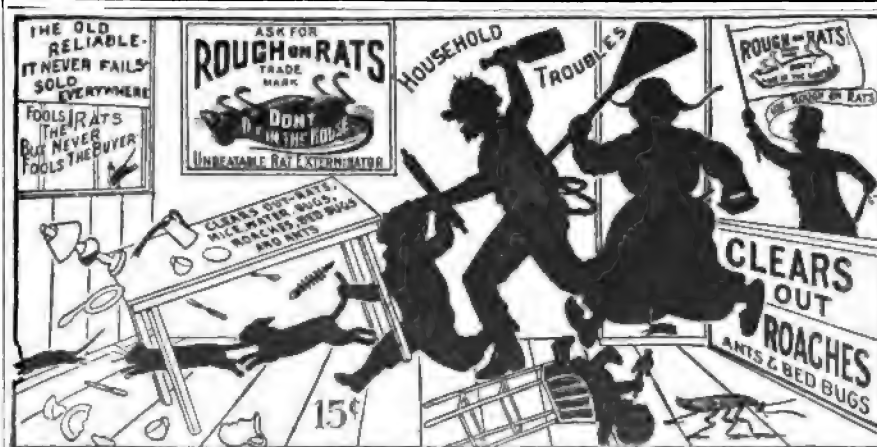




|  |        |
|--|--------|
| Heroin, 15-gr. vials, ea., .23.....oz.                               | 4.85   |
| Hippol, Crystalline.....oz.  | 1.50   |
| Tab., 7½ grs. ea.....box   | .65    |
| Hydrocyanate of Iron, Tilden's.....oz.                               | .60    |
| Honey.....lb.  | .12-15 |
| Hops, fresh, 1904, bulk, 38.....lb.                                  | .40-42 |
| pressed, ½ and lbs.....lb.   | .40-42 |
| pressed, ozs.....lb.   | .45    |
| Helocain, 1-gramme vials, .35; 5-gramme vials, 1.50.....1-oz. vials  | 7.00   |
| Homatropine, Hydrobrom, 5, 10 and 15 vials.....grain                 | .35-40 |
| Hydrastine, Alkaloid.....oz.   | 6.25   |
| Hydrogen Dioxide.....lb.   | .28-50 |
| Hydroquinone.....oz.   | .15    |
| Hyoscyamine, Alkaloid, 5, 10, 15 gr. vials.....grain                 | .40    |
| Hydrobromate, 5, 10, 15 gr. vials.....grain                          | .30    |
| Sulphate, pure Amorph., 5, 10, 15 gr. vials.....grain                | .25    |
| Hypnal, Roschast.....oz.   | 1.15   |
| Iatrol.....oz.   | .95    |
| Iodithyol, lb., 4.00.....oz.   | .82    |
| Indigo, Madras.....lb.   | .75    |
| Manilla.....lb.  | .75    |
| Sulphate comp., 9-lb. bot.....lb.                                    | .45    |
| Paste.....lb.  | .20    |
| Insect Powder, pure, bbls., 35; 50 lbs., .35; 25 lbs., .36.....lb.   | .38-42 |
| W. & B., bbls., .20; kegs, 50 lbs., .20; drums, 25 lbs., .21.....lb. | .25    |
| Iodine, lb., 5.00.....oz.  | .35-42 |
| Iodoform, lb., 5.50.....oz.  | .41    |
| Iodol.....oz.  | 1.25   |
| Iodopyrine.....oz.   | 1.40   |
| Iodothyryne, ozs. 3.40; ½-ozs. 3.65; ¼-ozs. 3.90.....lb.             | 3.90   |
| Iron, by Hydrogen, gray, U. S. P.....lb.                             | .45    |
| Benzoate.....ozs.  | .20    |
| Cacodylate.....ozs.  | 5.00   |
| Carbonate, precip., lb., .18; sacch.....lb.                          | .50    |
| Vallet's.....lb.   | .30    |
| Chloride.....lb.   | .35    |
| Sol., U. S. P.....lb.  | .14    |
| Tinct., U. S. P.....lb.  | .35    |
| Citrate, U. S. P.....lb.   | .50    |
| and Ammonium.....lb.   | .16    |
| and Quinine, lbs., 1.00.....oz.                                      | .18-22 |
| Dialized, Solution.....lb.   | .35    |
| Glycerophosphate.....lb.   | .40    |
| tablets, boxes, 50 5-gr.....oz.                                      | .40    |
| Iodide, ozs., 45; syrup of.....lb.                                   | .45    |
| Lactate.....ozs.   | .7     |
| Pernitrate, Solution.....lb.   | .25    |
| Pyrophosphate, Soluble.....lb.                                       | .51    |
| Phosphate, scales, U. S. P.....lb.                                   | .51    |
| Subsulphate (Monsel's).....lb.                                       | .22    |
| Solution (Monsel's).....lb.  | .15    |
| Sulphate, pure.....lb.   | .6     |
| exsiccated.....lb.   | .15    |
| and Potass., Tartrate.....lb.  | .45    |
| and Ammonium Tartrate.....lb.  | .62    |
| Isaerol, lb., 4.10.....ozs.  | .80-85 |
| Isinglass, American.....lb.  | .90    |
| Russian, true, Beluga.....lb.  | 4.25   |

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| Jerquertol Serum, 4 tubes in box.....oz.                   | 7.50     |
| Jecorin Tablets, 12's.....dos.                             | 4.00     |
| Jewelers' Rouge.....lb.                                    | .75      |
| Juice, Dandelion, Eng.....lb.                              | 1.40     |
| Juniper, Germ.....lb.                                      | .25-30   |
| Lime.....gal.  | .90-1.00 |
| Junket Tablets (10c. size), 3 dos.....dos.                 | .80      |
| Kamala, purified, powdered.....lb.                         | 1.50     |
| No. 2 powdered.....lb.                                     | .65      |
| Kaolin.....lb.   | .08      |
| Kelene, automatic, 1.10.....lb.                            | .50-1.00 |
| Kermes Mineral.....lb.                                     | 1.10     |
| Kola Nut lb., .25; powdered.....ozs.                       | .35      |
| Kresamin.....ozs.  | 1.00     |
| Lactophenin, powd. or tab., 25 ozs.....ozs.                | 1.00     |
| Lacto-Somatose, 2-oz. tins.....dos.                        | 10.50    |
| ½-lbs.....lb.  | 6.75     |
| ¼-lbs.....lb.  | 6.50     |
| Lactucarium, lbs., 4.00.....ozs.                           | .40      |
| Laminoids.....dos.   | 8.00     |
| Lanikol, 1-oz. jars, dos., 3.50; 4-ozs. dos., 9.50.....lb. | 2.50     |
| Lanolin, Liebrich (Wool Fat), 10 lbs.....lb.               | .75      |
| 70.....lb.   | .40      |
| Lanoline Paraffin, B. J. D.....lb.                         | .12-14   |
| Lead, Acetate, White.....lb.                               | .12      |
| Carbonate.....lb.  | .12      |
| Iodide.....lb.   | .12      |
| Red.....lb.  | .10      |
| Subacetate, Sol.....lb.                                    | .16      |
| Leaf, Aconite.....lb.                                      | .20      |
| Eng, 1-lb. cans only.....lb.                               | 1.10     |
| Arbor Vitae.....lb.  | .30      |
| Bay.....lb.  | .12      |
| Belladonna.....lb.   | .25      |
| Eng, 1-lb. cans only.....lb.                               | 1.20     |
| Blackberry.....lb.   | .20      |
| Blessed Thistle, ozs.....lb.                               | .27      |
| Borage, ozs.....lb.  | .28      |
| Butternut.....lb.  | .15      |
| Buchu, long, lb., .60; short.....lb.                       | .25      |
| Castor Oil.....lb.   | .80      |
| Cherry Laurel.....lb.                                      | .40      |
| Chestnut.....lb.   | .23      |
| Coca, Huancu, lb., .40; Traxillo.....lb.                   | .32      |
| Coltsfoot, ozs.....lb.                                     | .25      |
| Conium, lb.....lb.   | .16      |
| Damiana.....lb.  | .30      |
| Digitalis.....lb.  | .28      |
| Eng, 1-lb. cans only.....lb.                               | .85      |
| Eucalyptus.....lb.   | .15      |
| Fern, sweet, ozs.....lb.                                   | .22      |
| Foxglove, ozs.....lb.                                      | .20      |
| Hyocyanus.....lb.  | .25      |
| Am., 1-lb. cans only.....lb.                               | 1.00     |
| Eng, Biennial, 1-lb. bots. only.....lb.                    | 3.00     |
| German, bulk.....lb.                                       | .25      |
| Jaborandi, true.....lb.                                    | .34      |
| Laurel, true.....lb.                                       | .15      |
| Matco.....lb.  | .35      |
| Patchouli.....lb.  | .60      |
| Raspberry, ozs.....lb.                                     | .25      |
| Senna, Alexandria.....lb.                                  | .25-35   |
| Tianivelly.....lb.   | .16-20   |
| India.....lb.  | .15      |

|  |           |
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| Leaf, Stramonium.....lb.                   | .20       |
| Strawberry Leaves.....lb.                  | .20       |
| Uva Ursa.....lb.                           | .12       |
| Witch Hazel.....lb.                        | .15       |
| Leeches, Swedish, per 100, 4.00.....dos.   | .60       |
| Liquorice, F. S.....lb.                    | .20       |
| Origlane.....lb.                           | .30-35    |
| Y & S, 5-lb. boxes.....lb.                 | .25       |
| Lime, Chlorinated, bulk, bbls., .5.....lb. | .5        |
| 1-lb. tins.....lb.                         | .5-8      |
| Litharge.....lb.                           | .10-12    |
| Lithium, Bromide.....ozs.                  | .22       |
| Carbonate.....lb.                          | 1.75-2.00 |
| Citrate.....lb.                            | 1.35      |
| Glycerino-Phosph.....ozs.                  | .74       |
| Iodide.....ozs.                            | .41       |
| Salicylate.....ozs.                        | .15       |
| Litmus.....lb.                             | .40       |
| Losophan.....ozs.                          | 1.80      |
| Lunar Caustic, pure, 7.50.....ozs.         | .45-51    |
| In cones.....ozs.                          | .60-65    |
| Lupulin, American.....lb.                  | .65       |
| German.....lb.                             | .50       |
| Lycetol, 10 ozs. 2.30.....ozs.             | 4.25      |
| Lycopodium, Polts, 10 lbs.....lb.          | .80-85    |
| Lysidem.....ozs.                           | 1.75      |
| Lysol.....lb.                              | .67       |
| Mace.....lb.                               | .70       |
| Magnesia, Calcined.....lb.                 | .70-75    |
| heavy.....lb.                              | .75-85    |
| Magnesium, carbonate, ½ lbs.....lb.        | .20-30    |
| 2 ozs.....lb.                              | .22-32    |
| S. S.....lb.                               | .55-70    |
| Citrate, gran.....lb.                      | .50-75    |
| Sulph. (Epsom Salts), bbls., .01½.....lb.  | .2        |
| Maltopapsine, Tilden's.....pt.             | .65       |
| Manganasore, 1-oz. bots.....ozs.           | 8.50      |
| Manganese, Black Oxide.....lb.             | .8-12     |
| Hypophosphite, ozs. 20; sulphate.....ozs.  | .5        |
| Manna, large flake.....lb.                 | .60-70    |
| small flake, 5 lbs., .40.....lb.           | .45       |
| Mannite.....lb.                            | .25       |
| Marble Dust.....bbl.                       | 1.50      |
| Martell.....ozs.                           | 1.25      |
| Menthol, lbs., 2.75.....ozs.               | .23-25    |
| Mercauro, 1-oz. bots.....dos.              | 5.50      |
| Mercury, 5 lbs., .70.....lb.               | .72-73    |
| Colloidal.....ozs.                         | .85       |
| Ammon.....lb.                              | 1.10      |
| Bisulphate.....lb.                         | .75       |
| Chloride, Corrosive, 10 lbs., .50.....lb.  | .55       |
| Chloride, powdered, 10 lbs., .50.....lb.   | .55       |
| Oalomet, 10 lbs., .50.....lb.              | .55       |
| with Chalk.....lb.                         | .43       |
| Iodide, Proto, lbs., 3.05.....ozs.         | .27       |
| Biodide, lbs., 3.70.....ozs.               | .27       |
| Oxide, Red.....lb.                         | 1.10      |
| Pill (Blue Mass).....lb.                   | .47       |
| powdered.....lb.                           | .57       |
| Herring's English.....lb.                  | 1.25      |
| Red Precipitate.....lb.                    | 1.05      |
| White Precipitate.....lb.                  | 1.10      |
| powdered.....lb.                           | 1.15      |
| Mesetan-Bayer.....ozs.                     | .47       |
| Methyl, Acetate.....ozs.                   | .45       |
| Bichloride.....ozs.                        | .65       |



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| Methyl. Iodide.....lb.                      | 1.00        | Oil, Coconut, Refined, 10 lbs., 18.....lb. | .22                  | Oil, Spruce.....lb.                          | .60       |
| Oxide.....oz.                               | .50         | Codliver, N. F., kegs, 30 gals., 27.00     | to 28.00 ea.....gal. | Tansy.....lb.                                | 4.00-4.50 |
| Sulphate.....lb.                            | .50-80      | Norwegian, bbls., 30 gals., 29.00 to       | 31.00.....gal.       | Thyme, White.....lb.                         | 1.25      |
| Methylene, Bichloride.....oz.               | .65         | Copaha.....lb.                             | 1.10                 | Turpentine.....gal.                          | .75       |
| Migraine, oz. tins.....oz.                  | 1.50        | Cottonseed.....gal.                        | .45-55               | Valerian.....oz.                             | .65       |
| Milk Sugar, powdered, 10 lbs., 20.....lbs.  | 21-22       | Croton.....lb.                             | 1.20                 | Verben, true.....gal.                        | .50       |
| Morphine, Acetate.....oz.                   | 2.80        | Croton, Eng.....lb.                        | 1.75                 | Whole.....lb.                                | .75       |
| Muriate, is.....oz.                         | 2.80        | Cubeb, Amer.....lb.                        | 1.15                 | Wintergreen, Betula.....lb.                  | 2.15-2.25 |
| Sulphate, is, F. & W.....oz.                | 2.55        | Cumin, lb., 4.50.....oz.                   | .85                  | Wintergreen, Synthetic, Fries Bros.....lb.   | .75       |
| 2 1/2 oz. cartons (25 ozs., 2.45).....lb.   | 18-22       | Erigeron.....lb.                           | 1.25                 | Wintergreen, true.....lb.                    | 3.25-3.50 |
| Moss, Iceland, lb., 12; Irish.....lb.       | 14.00-20.00 | Eucalyptus, Australian.....lb.             | .90                  | Wormseed.....lb.                             | 3.50      |
| Musk, Tonquin, Pods.....oz.                 | 22.00-24.00 | Fennel.....lb.                             | 1.75                 | Wormwood.....lb.                             | 4.00-4.50 |
| grain.....oz.                               | 22.00-24.00 | Geranium, Turkish.....lb.                  | 4.50                 | Ointment, Mercurial, i M.....lb.             | .48       |
| Nafitza.....dos.                            | 2.00        | French.....lb.                             | 8.00                 | 1-3 M.....lb.                                | .46       |
| Naphtha, Wood.....lb.                       | .24         | Prepared.....lb.                           | 16.00                | Citrine.....lb.                              | .46       |
| Wood, 95 p. c., bbls., 75.....gal.          | 80-90       | Juniper Berries.....lb.                    | 1.50                 | Oleate, Mercury, 20 p. c., lb., 3.00.....oz. | .25       |
| Naphthalene, balls, 50 lbs., 34.....lb.     | 4-5         | Wood.....lb.                               | .60                  | Morphine, 5 p. c.....oz.                     | .48       |
| cakes and squares.....lb.                   | 6-8         | Lard, No. 1.....gal.                       | .90                  | Zinc, powd., lb., 2.50.....oz.               | .25       |
| Naphthol.....oz.                            | .18         | Lavender Flowers.....lb.                   | 2.50                 | Opium (See Gum).....oz.                      | .80       |
| Narcaine.....oz.                            | 6.50        | Chiriz.....lb.                             | 2.75                 | Orphol.....oz.                               | .80       |
| Nephritic, Tilden's.....pt.                 | .82         | Garden.....lb.                             | 1.10                 | Orthoform, 1-oz. vials.....oz.               | 1.40      |
| Nickel, Bromide.....oz.                     | .30         | Lemon.....lb.                              | .90-1.00             | Hydrochlorate.....oz.                        | 1.80      |
| Carbonate.....oz.                           | .25         | 1-lb. copper cans.....lb.                  | 1.10                 | Pancratium, ozs., .50.....lb.                | 6.50      |
| Chloride.....oz.                            | .30         | Sanderson's.....lb.                        | 1.25                 | Papain, purified.....oz.                     | 1.00      |
| Metallic.....oz.                            | .25         | Lemongrass.....lb.                         | 3.75                 | Papoid.....oz.                               | 2.00      |
| Nitrate.....oz.                             | .18         | Linseed, Boiled, by bbl., 60.....gal.      | .65-75               | Paraffine.....lb.                            | 10-12     |
| Oxide, pure.....oz.                         | .10         | Linseed, Raw, by bbl., 58.....gal.         | .63-70               | Paraformaldehyde, Tablets, Fries             |           |
| Sulphate.....oz.                            | 3.50        | Mustard, Express.....gal.                  | .75                  | Bros., lb., 3.50.....oz.                     | .35       |
| Nirvanin.....oz.                            | 3.50        | Mustard, Essential, lb., 5.50.....oz.      | .45-50               | Paris Green, 125-lb. kegs.....lb.            | 1.81      |
| Nitroglycerin, 1 per cent. Solution,        |             | Neatsfoot.....gal.                         | .90                  | 14-lb. kits, 19; 1 and 3 lb.....lb.          | .20       |
| lbs., 1.10.....oz.                          | .12         | Neroli, Bigarade.....oz.                   | 8.50                 | i-lb., lb., 20; i-lb.....lb.                 | .22       |
| Nosopha.....dos.                            | 4.50        | Chiriz.....oz.                             | 8.75                 | Pastilles, Black Fumigating.....lb.          | .25       |
| Nutrolactis.....dos.                        | 10.00       | Petale.....oz.                             | 4.00                 | Red Fumigating.....lb.                       | .40       |
| Nutgalls, lb., 30; powdered.....lb.         | .40         | Olive, Malaga.....gal.                     | .75                  | Paraform.....oz.                             | .25       |
| Nutmegs.....lb.                             | 35-40       | Fine Salad, 3-gal. cans, 2.50.....gal.     | 2.75                 | Paraldehyde, i-lb. bots.....lb.              | 1.50      |
| Nutrose, i lbs., 4.00; i lbs., 3.75.....lb. | 3.35        | Orange, Bitter.....lb.                     | 3.20                 | Pellotine, Muriate, 1 and 5 gr. vials        |           |
| Nux Vomica.....lb.                          | 8-10        | Sweet.....lb.                              | 2.35                 | grain.....lb.                                | .25       |
| Powdered, pure.....lb.                      | 20-25       | 1-lb. copper cans.....lb.                  | 2.40                 | Pental, 10-gramme vials.....each             | .75       |
| Oakum, bales 50 lbs., .08.....lb.           | .12         | Origanum, pure.....lb.                     | .85-1.10             | Pepper, Black, lb., 18-20; powdered.....lb.  | 22-25     |
| Oatmeal.....lb.                             | .3          | Palm.....lb.                               | .20                  | White, lb., 25; powdered.....lb.             | .80       |
| Oil, Almond, Bitter, lbs., 6.50.....oz.     | .55         | Patchouli, lb., 7.50.....oz.               | .65                  | Pepsin, Saccharated, lb., 1.00.....oz.       | .12       |
| Sweet, True, 5 lbs., 42.....lb.             | 45-50       | Pennyroyal, 5 lbs., 1.50.....lb.           | 1.00                 | Pure, Armour's, lb., 4.50.....oz.            | .25       |
| Amber, crude.....lb.                        | .25         | Peppermint.....lb.                         | 2.85-3.00            | Peronin, 1-gramme vials.....each             | 1.00      |
| rect.....lb.                                | .40         | Hotchkiss.....lb.                          | 3.35-3.50            | Phenacetin (25 ozs., .95).....oz.            | 1.00      |
| Anise.....lb.                               | 1.25-1.35   | Redistilled.....lb.                        | 4.00-4.25            | Pheno-Bromate, tablets or powder             |           |
| Bay, American, bot. 22 ozs., 3.75.....oz.   | .50         | Petroleum, crude.....gal.                  | .25                  | (10 ozs., less 10 p. c.; 25 ozs., less       |           |
| West Indies, bot. 28 ozs., 3.50.....oz.     | .50         | Lubricating, gal., 20; Refined.....gal.    | .12                  | 10 p. c. and 5 p. c.).....oz.                | 1.00      |
| Benne.....gal.                              | 1.00        | Fluoride, lb., 2.90.....oz.                | .25                  | Phenocoll, Hydrochloride, 25 grammes         |           |
| Bergamot.....lb.                            | 2.65        | Rhodium, true, lb., 5.00.....oz.           | .75                  | vial.....lb.                                 | 1.50      |
| Bergamot, 5-lb. cans.....lb.                | 2.80        | Rose, Kasanlik.....oz.                     | 4.50-5.00            | Phosphorus.....lb.                           | 1.00      |
| Sanderson's.....lb.                         | 2.60        | Botu Pappasglou.....oz.                    | 6.00                 | Phosphotal, lb., 10.00.....oz.               | 1.00      |
| Black Pepper.....lb.                        | .75         | Rosemary, Eperle.....lb.                   | 1.50                 | Pilocarpine, Muriate, 5, 10 and 15 gr.       |           |
| Cade.....lb.                                | .30         | Trieste.....lb.                            | .80                  | vials.....grain.                             | .9        |
| Onjuput.....lb.                             | 75-88       | Rue, lb., 3.00.....oz.                     | .30                  | Piperazine, pure, 10 ozs., 3.50.....oz.      | 4.25      |
| Onsalum.....oz.                             | .50         | Salad Union.....gal.                       | 50-55                | In tubes, Schering's, 10 grammes.....tube    | 1.50      |
| Caraway.....lb.                             | 1.75        | Sandalwood, W. I., lb., 3.00; Engl.....lb. | 5.50                 | Piperin.....oz.                              | .63       |
| Cassia.....lb.                              | 1.00-1.10   | Sassafras.....lb.                          | .75                  | Pitch, Black.....lb.                         | .6        |
| Castor, 40-lb. can, 12.....lb.              | 13-14       | Savia.....lb.                              | 1.40                 | Burgundy.....lb.                             | 3-3       |
| Cedar Leaves, Amer.....lb.                  | 90-95       | Spearmint, lb., 5.50; H. G. H.....lb.      | 5.75                 | Pixine, 2-oz. jars.....dos.                  | 2.00      |
| Chaunmoogra.....lb.                         | 2.50        | Sperm, Winter, Bica.....gal.               | 1.00                 | 1-lb. jars.....dos.                          | 10.00     |
| Cinnamon, Ceylon, lb., 15.00.....oz.        | 1.10        |  |                      | Veterinary, 2-oz. tins.....dos.              | 2.00      |
| Citronella.....lb.                          | 60-85       |  |                      | 8-oz. tins.....dos.                          | 4.00      |
| Clove, 5 lbs., .90.....lb.                  | .95-1.00    |  |                      |  |           |

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| Plaster, Calcined, bbl., 2.00.....lb. 2-4        | Root, Burdock, crushed.....lb. 30                  | Root, Stillingia, lb., 18; powdered.....lb. 25                                      |
| Dental.....bbl. 2.50                             | Calamus, Sliced, White.....lb. 40                  | Uncorn.....lb. 40   |
| Adhesive.....yd. 15-20                           | Calumbe.....lb. 30                                 | Valerian, English, lb., 42; German.....lb. 30                                       |
| Belladonna.....lb. 1.25                          | Canada Snake.....lb. 35                            | Virginia Snake.....lb. 30   |
| Gilbanum, U. S.....lb. 90                        | Cobosh, Black.....lb. 15                           | Yellow Dock.....lb. 22  |
| Lead.....lb. 38                                  | Colchicum, lb., 25; powdered.....lb. 30            | Zedoary, pure.....lb. 18  |
| Mercury, U. S. P.....lb. 1.00                    | Coltsfoot.....lb. 40                               |   |
| Pollantin-Dumbar (liquid or powder).....oz. 1.75 | Comfrey, crushed.....lb. 20                        | Rum, Bay, imported, 3 bbls., 2.00; 10 gals., 2.15; 5 gals., 2.25.....gal. 2.35-2.50 |
| Poppy Heads.....lb. 18-40                        | Crawley.....lb. 1.75-2.25                          | Bay, essence.....oz. tin 3.00   |
| Potash.....lb. 8-12                              | Curcuma.....lb. 15                                 | Saccharin, lb., 4.50.....4-oz. tin 25   |
| Potassa, Caustic White.....lb. 28                | Dandelion, cut, 5 lbs., 17.....lb. 25              | Salacetol.....oz. 33  |
| Potassium, Acetate, bot. inc.....lb. 38-40       | Dwarf Elder, oz.....lb. 20                         | Salicin, lb., 4.50.....oz. 35   |
| Bicarbonate, lb., 14; Bichromate.....lb. 14      | Elecampane, 5 lbs., 18.....lb. 22                  | Salipyrin.....oz. 80  |
| Bromide, 5 box, 28.....lb. 30-32                 | Fern, Male.....lb. 14                              | Tablet.....oz. 80   |
| Carbonate.....lb. 12                             | Galegal, 5 lbs., 12.....lb. 15                     | Salol, lb., 1.20.....oz. 14   |
| Chlorate, Eng., lb., 12; powdered.....lb. 15     | Gelsemium.....lb. 20                               | Salophen, 25 oz., .95.....oz. 1.00  |
| Citrate.....lb. 47                               | Gentian, 10 lbs., 9.....lb. 12                     | Salquinine.....oz. 1.25   |
| Cyanide, Fd.....lb. 45                           | ground, 5 lbs., 12.....lb. 15                      | Salicylate.....oz. 1.25   |
| Glycerophosphate.....oz. 35                      | powd., 5 lbs., 15.....lb. 16                       | Sanose.....oz. 25   |
| Hypophosphite, lbs., 80.....oz. 10               | Ginger, African.....lb. 14                         | Santonin, lb., 10.50-10.70.....oz. 78-75  |
| Iodide, 5 lbs., 8.25.....lb. 3.35-3.50           | powd., 5 lbs., 18.....lb. 20                       | Saola, Tilden's.....pt. 34  |
| Nitrate, Gran.....lb. 10                         | Jamaica, Bleached, 5 lbs., 18.....lb. 22           | "Save-the-Horse" Spavin Cure (\$5.00).....oz. 45.00                                 |
| Permanganate.....lb. 18-20                       | Bl., powd., 5 lbs., 27.....lb. 30                  | Scopolamine, Hydreum, Ph.G. (identical with Hyoscine, U. S. P.) grain.....20-22     |
| rrussate, Red.....lb. 50                         | Unbleached, 5 lbs., 18.....lb. 22                  | Seed, Anise, Italian.....lb. 17   |
| Yellow.....lb. 20                                | Ginseng.....lb. 6.50-9.00                          | Star.....lb. 30   |
| Sulphuret.....lb. 18                             | Golden Seal.....lb. 1.60-1.75                      | Angelica.....lb. 20   |
| Probiin Pills, 60 in bot.....oz. 1.25            | Gold Thread.....lb. 80                             | Burdock.....lb. 25  |
| Propylamine.....oz. 55                           | Hellebore, Black.....lb. 15                        | Canary, Sicily.....lb. 7.00   |
| Protargol, 3 oz., 1.35; ozs.....oz. 2.15         | White, powd., 5 lbs., 12.....lb. 15                | Cardamom.....lb. 1.25   |
| Pyralidion.....oz. 2.15                          | Indian Hemp, Black, lb., 25; White.....lb. 20      | Malabar Aleppa.....lb. 1.00   |
| Quinaine.....oz. 1.25                            | Indigo, Wild, ozs.....lb. 25                       | Mangalore, bleached, extra.....lb. 1.40   |
| Quinine, Bromide.....oz. 52                      | Ipecac, lb., 1.85; powdered.....lb. 2.00           | Celery.....lb. 12-18  |
| Muriate.....oz. 52                               | Jalap, lb., 18; powdered.....lb. 30                | Colchicum, lb., 55; powdered.....lb. 65   |
| Sulphate, bulk.....oz. 20-22                     | Kava Kava.....lb. 80                               | Conium.....lb. 25   |
| Sulph., 1-oz. vials, B. & S.....oz. 27-28        | Licorice, lb., 18-20; powd., 5 lbs., 12.....lb. 15 | Oorlander.....lb. 12  |
| P. & W.....oz. 27-29                             | Lily of the Valley.....lb. 20                      | Oumlin.....lb. 12   |
| Sulphate, 5-oz. can.....oz. 22-24                | Lovage, select.....lb. 80                          | Fennel.....lb. 16   |
| 1-oz. vials, B. & S.....oz. 27-29                | Male Fern, select.....lb. 25                       | Fengreek, powd., 25 lbs., 7.....lb. 10  |
| Tannate.....oz. 33                               | Mandrake, lb., 18; powdered.....lb. 22             | Flax, cleaned, bbl., 6.75.....lb. 4-5   |
| Valerianate.....oz. 55                           | Masterwort.....lb. 25                              | ground, bbl., 03.....lb. 5  |
| Quinolin.....ozs. 1.00                           | Mugwort.....lb. 18                                 | Hemp, bag, .34.....lb. 5  |
| Quinoliv.....ozs. 1.00                           | Musk.....lb. 35                                    | Henbane.....lb. 45  |
| Resin, Common.....lb. 4                          | Nettle.....lb. 20                                  | Jambol.....lb. 25   |
| Jalap.....oz. 60                                 | Orris, Florentine.....lb. 15-18                    | Larkspur.....lb. 50   |
| Leptandrin.....oz. 35                            | powdered.....lb. 16-22                             | powdered.....lb. 60   |
| Podophyllin, lb., 4.00.....oz. 85                | angers.....lb. 80                                  | Lobelia, powdered.....lb. 65  |
| Scammony, U. S. P.....oz. 40                     | infant.....lb. 2.75                                | Lovage, lb., .65; powdered.....lb. 70   |
| White.....lb. 6                                  | Verona, powdered.....lb. 30                        | Millet.....lb. 6  |
| Resorcin, White, lb., 1.50.....oz. 17            | Parley.....lb. 20                                  | Mustard, Black.....lb. 10   |
| Fries Bros., lb., 2.20.....oz. 35                | Pellitory.....lb. 45                               | White, lb., 10; powdered.....lb. 25-31  |
| Respirasone, Tilden's.....pt. 1.08               | Pink.....lb. 40                                    | Parley.....lb. 15   |
| Rheumacillate, dos., 4.80.....oz. 40             | Pleurisy.....lb. 25                                | Poppy, Blue.....lb. 10-12   |
| Rheumatol.....ozs. 1.00                          | Poke.....lb. 18                                    | White.....lb. 20  |
| Rhodinal II.....ozs. 4.00                        | Pond Lily, White.....lb. 25                        | Pumpkin.....lb. 20  |
| Rochelle Salts.....lb. 23-25                     | Queen of the Meadow.....lb. 25                     | Quince, German, lb., 50; Russian.....lb. 40   |
| 50-lb. boxes.....lb. 22-23                       | Rhatany.....lb. 27                                 | Rape, English.....lb. 60  |
| Rodagen.....ozs. 1.00                            | Rhubarb, China.....lb. 60-75                       | German.....lb. 5  |
| Root, Aconite.....lb. 30                         | powdered.....lb. 40-85                             | Strophanthus, Green.....lb. 1.50-1.60   |
| Althea, lb., 28; cut.....lb. 35                  | Sassailla, Hond.....lb. 35                         | Sundeweed.....lb. 20  |
| Belladonna.....lb. 20                            | cut.....lb. 44                                     | Watermelon.....lb. 20   |
| Berberis aquifolium.....lb. 30                   | Mexican, lb., 18; ground.....lb. 22                | Worm (Chenopodium).....lb. 25   |
| Bitter.....lb. 23                                | Senega.....lb. 90                                  | (Santalum).....lb. 30   |
| Blackberry.....lb. 30                            | Serpentaria.....lb. 60                             | Seidlitz Mixture, 50 lbs., 18.....lb. 19-23   |
| Black Snake.....lb. 30                           | Squill, select.....lb. 10                          |   |
| Blood.....lb. 34                                 |  |   |

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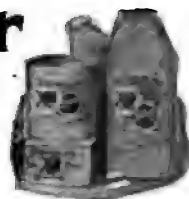
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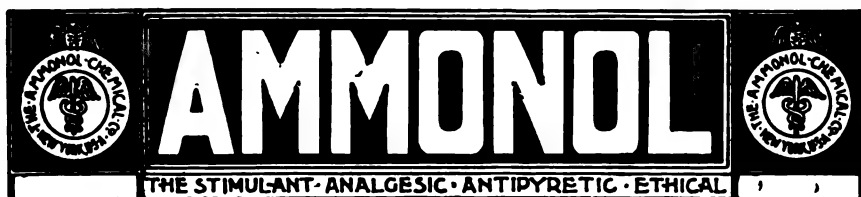
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| Silver, Nitrate, cryst., lb. 7.00.....oz. .45-48   | Thioform, 25-gramme pkgs.....sach. .50              | Zinc, Sulphate, bbls., 3j.....lb. .5-6           |  |
| 67 per cent., oz., .37; 50 per cent. oz. .80       | Thiol, liquid, oz., 40; powdered.....oz. .75        | Sulphocarbonate, lbs., 50.....oz. .7-9           |  |
| Cones.....oz. .60-63                               | Thymol (Thymic Acid), lbs., 2.25.....oz. .37        | Valerianate, lbs., 1.75.....oz. .20              |  |
| Soap, Castile, Marseilles, box, 7.....lb. .10      | Tinct. Stimulo, Christy's, lbs., 4.25.....lb. .4-25 | <b>PAINTS AND COLORS.</b>                        |  |
| Mottled, pure, box, 8.....lb. .10                  | lbs., lb., 4.85; 1 lb., 1.40.....lb. .4-50          | Black, Coach, in oil.....lb. .18-25              |  |
| White, Cont's, box, 12.....lb. .14                 | Trional, 25 ozs., 1.40.....oz. .1-50                | dry.....lb. .15-20                               |  |
| powdered, 25 lbs., 28.....lb. .35                  | Tuberculinum Kochii, "Pasteur,"                     | Drop, in oil.....lb. .15-25                      |  |
| Green (Sapo Vir.), 10 lbs., 12.....lb. .10-15      | 1 Oc.....dos. 3.20                                  | dry, in oil.....lb. .12-20                       |  |
| Eng. Blue Mottled Soap, cases, 112 lbs., 5.50-6.50 | Tuberculin (Veterinary), "Pasteur,"                 | Ivory, in oil, lb., 18-25; dry.....lb. .12-18    |  |
| Soda, Chlor. Sol.....dos. 2.25                     | 1 Oc.....dos. 3.20                                  | in Japan.....lb. .22-25                          |  |
| Sodiumum, Acetate, pure, gran.....lb. .15          | Tuberculin Solution (Veterinary),                   | Lamp, Germantown, ass'd papers, 1-lb.,           |  |
| Bicarbonate, Eng., keg, 2j.....lb. .4-5            | "Pasteur," 10 Oc.....dos. 4.00                      | 1-lb., 1-lb.....lb. .12                          |  |
| " Natrona, keg, 2j.....lb. .3-5                    | Turpentine, Spirits, bbls., 72j.....gal. .80-90     | in oil.....lb. .10                               |  |
| Bromide.....lb. .37-39                             | Chian, oz., 45; Venice.....lb. .1-65                | Black Lead, E. I., 25 lbs., 6j.....lb. .2        |  |
| Carbonate, bbl., 1.....lb. .47                     | Tussol.....oz. .54                                  | German, 1 j lbs., 4j.....lb. .6                  |  |
| Chtrate.....oz. .35                                | Urethane, O. P.....oz. .54                          | Blue, Celestial, dry.....lb. .18                 |  |
| Glycerophosphate.....oz. .10-14                    | Uricedim, 5 ozs.....dos. 15.00                      | Chinese, dry.....lb. .60                         |  |
| Hypophosphite, lbs., 85.....lb. .5                 | Urotropin.....oz. .60                               | in oil.....lb. .55                               |  |
| Hypophosphite, kg., 2j.....lb. .40                 | Urotropin Tablets, 5 or 7j grs.....dos. 3.00        | Paint, in oil.....lb. .9                         |  |
| Iodide, lb., 4.75.....oz. .10                      | Vaccine, Mulford's (Discount, 40 per                | Prussian, dry.....lb. .50                        |  |
| Phosphate, cryst.....lb. .44                       | cent.), 1 pkg. Glycerinized Lymph,                  | in oil.....lb. .45                               |  |
| Salicylate.....lb. .5-10                           | containing 10 tubes.....1.00                        | Soluble, 10 lbs., 45.....lb. .50                 |  |
| Silicate, Syrupy, bbl., 2j.....lb. .3              | 1 vial Glycerinized Lymph, containing               | Ultramarine, dry.....lb. .15                     |  |
| Sulphate.....oz. 8.25                              | sufficient for 50 vaccinations.....4.50             | in oil.....lb. .20                               |  |
| Somatose, 2 ozs.....dos. 1.80                      | 1 pkg. Ivory Points, containing 10                  | Brown, Sienna, burnt, dry.....lb. .4             |  |
| Sommal.....oz. 1.15                                | points.....95-1.35                                  | in oil.....lb. .10-15                            |  |
| Sonolodol.....oz. 75-1.00                          | Glycerinated, F. Stearns & Co., Points              | Raw, dry.....lb. .4                              |  |
| Spartaine, Sulph., B & S.....oz. 25-30             | (10 in a package).....1.00                          | in oil.....lb. .10-15                            |  |
| Spermaceal, lb., 1.....oz. 3.00                    | Tubes (10 tubes in one wooden box,                  | Spanish, dry, bbls., 1.....lb. .3                |  |
| Spermine, Poehl, box 4 tubes.....oz. 3.00          | accompanied by one needle, rubber                   | Vandyke, dry.....lb. .6                          |  |
| Spirit Ether Nit., U. S. P.....lb. .52             | bulb and 10 temporary shields)....1.00              | in oil.....lb. .12                               |  |
| Streptolytic Serum, Stearns, 20                    | Discount, 40 per cent.....65-85                     | Chalk, lump, bbls., 1 j.....lb. .3               |  |
| Cc. in two sero-bulbs of 10 Cc.                    | Vanillin (various brands).....oz. .200              | Green, Chrome, powd., 6-lb. cans, 10.....lb. .13 |  |
| each.....3.00                                      | Veratrine, 1-oz., 2.75; Sulph., 1 lbs., 2.00        | in oil.....lb. .12-16                            |  |
| Discount, 25 per cent.....                         | Veronal, 1-oz., 1.60; 1-oz., 1.60                   | Paris, bulk, lbs., 16-17; 1-lb., 18-20;          |  |
| Strontium, Nitrate.....lb. .16                     | Veronal Tablets, 5 grs., tubes, 15 ea. 1.40         | 1-lb., 20-22; 1-lb., 22-25; in oil, lb.,         |  |
| Bromide, lb., .65.....oz. .41                      | " " " " 100.....ea. 1.15                            | 23-27  |  |
| Iodide.....oz. .16                                 | " " " " 100.....ea. 2.25                            | Litharge.....lb. .10                             |  |
| Lactate, lb., 1.25.....oz. .13                     | Water, Ammonia, 16 deg., carboy, 3j.....lb. .6      | Pumice Stone, bbl., 6.....lb. .2                 |  |
| Salicylate, lb., .75.....oz. .13                   | 20 deg., carboys, 4j.....lb. .8                     | powdered, bbl., 3.....lb. .6                     |  |
| Strophanthin, c. p. cryst.....grain .6             | 26 deg. (Conct.), carboy, 8j.....lb. .10-12         | Putty, in bladders, bbls., 2j.....lb. .2j        |  |
| Strychnine, Crystals, 1-oz. vials.....oz. 1.20     | Wax, Bayberry.....lb. .60-70                        | in oil.....lb. .15                               |  |
| powdered, 1-oz. vials.....oz. 1.20                 | Carnauba, No. 1.....lb. .55-60                      | Red, Indian, Eng., dry.....lb. .2                |  |
| Sulphate, 1-oz. vials.....oz. 1.20                 | Coresal, yellow, cases, 18.....lb. .22              | in oil.....lb. .10-15                            |  |
| Glycerophosphate, ozs.....oz. 2.50                 | " white, cases, 21.....lb. .25-28                   | Lead.....lb. .8-10                               |  |
| Sulfonal, 25 ozs., 1.25.....oz. 1.35               | Japan, cases, 15.....lb. .18-20                     | Orange Mineral.....lb. .12                       |  |
| Sulphur, Flowers, bbls., 2j.....lb. 4-5            | White, Star Brand, 60 lbs., 50.....lb. .55          | Rose Lake, Eng., dry.....lb. .15                 |  |
| Precipitate, pure.....lb. 16-18                    | White, S. B.....lb. .35                             | Pink, Eng., dry.....lb. .15                      |  |
| Suprarenal Glands, Dried, 1.00                     | Leonard's T. L. Brand, 60 lbs., 47j.....lb. .55     | Tuscan, Eng., dry.....lb. .4                     |  |
| powd., ozs., 2.00; Tablets.....oz. 1.20            | 60 lbs., 42j.....lb. .50                            | in oil.....lb. .25                               |  |
| Saccharated.....oz. .40                            | Yellow, select.....lb. .10                          | Venetian, dry, American, bbls., 1.....lb. .2j    |  |
| Tablets, 1 grain, per 100.....oz. .65              | White Lead, Dry, pure.....lb. .15                   | Vermilion, American.....lb. .20                  |  |
| Capsules, 1 grain, per 100.....oz. .65             | Zinc American, lb., 10; French.....lb. .3           | Chinese.....lb. .90                              |  |
| Syocose, 2-oz. package.....each. 1.00              | Whiting, bbls., 1.....lb. .85                       | English.....lb. .80                              |  |
| Takadiastase.....oz. 6.00                          | Witch Hazel Ext., 10 gals., 70.....gal. .6          | Rotten Stone, bbl., 6.....lb. .8                 |  |
| Liquid, 8-oz. bots.....dos. .75                    | Wood, Guaiac, rasped.....lb. 7-12                   | Umbel, Burnt, bbls., 1j.....lb. .3               |  |
| Tannin, 25 ozs., .65.....oz. .75                   | Quassa Obipa, bbl., 6.....lb. 6-8                   | Raw, bbls., 1j.....lb. .3                        |  |
| Tannopine.....oz. .95                              | Red Saunders, bbl., 4.....lb. .40                   | White, China, dry.....lb. .20                    |  |
| Tar, N. O. pine, Diamond brand, pts.dos. .38       | Sandal, ground.....lb. .50                          | Flake, dry.....lb. .15                           |  |
| Tartar Emetic, powdered.....lb. .05                | Yohimbin Hydrochlor, 1-gramme                       | Lead, dry.....lb. .10                            |  |
| Terbene.....lb. .10                                | vials.....each. 5.00                                | oil.....lb. .9-10                                |  |
| Terpin Hydrate, cryst.....oz. .45                  | Tablets, 1-12 gr., 10 in tube.....each. 1.00        | Paris, English.....lb. .3                        |  |
| Theocin-Bayer.....oz. 2.70                         | Zinc, Acetate.....lb. .25-30                        | Whiting, bbls., 1.....lb. .3                     |  |
| Theophyllin, B. & S.....oz. 1.40                   | Carbonate, Precip.....lb. .28                       | Yellow, Chrome, dry.....lb. .10-15               |  |
| sodium salicylate.....oz. 1.50                     | Chloride, granular, lbs., 22.....oz. .6             | Golden, in oil.....lb. .16                       |  |
| sodium salicylate.....oz. 1.10                     | Iodide.....oz. .40                                  | Ochre, French, dry, bbls., 1j.....lb. .2j        |  |
| Thigenol, lbs., 4.00.....oz. .53                   | Oxide.....lb. .10                                   | American, dry, bbls., 1.....lb. .3               |  |
|  | Hubbuck's, 7-lb. boxes, 35.....lb. .38-40           | Zinc, White, dry, American.....lb. .5            |  |
|  |   | in oil.....lb. .16                               |  |

# M O R P H I N E

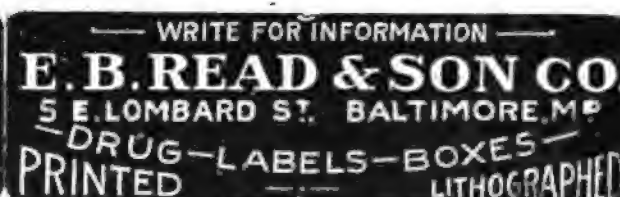
Our Morphine Sulphate in "Flakes" and "Cubes" is of the highest purity, beautiful in appearance, and may be obtained through wholesale druggists as low as other brands

SPECIFY "M. O. W."

## MALLINCKRODT CHEMICAL WORKS

ST. LOUIS

NEW YORK



# Pepto-Mangan ("Gude")

Pepto-Mangan BEING A TRADE-MARK NAME IS OUR EXCLUSIVE PROPERTY.

M. J. BREITENBACH COMPANY

NEW YORK CITY

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.



# American Druggist "WANTS" Page.

**THIS** Department is intended to be used as a medium for the exchange or sale of stores, the employment of clerks, and the securing of situations. Suitable notices of moderate length under this heading inserted one time free for subscribers; for each additional insertion Fifty Cents will be charged. Advertisements not in the foregoing classification Forty Cents per line.

## SITUATIONS VACANT.

**PILL MASS MAKER WANTED.**—A manufacturing pharmacist wishes to secure the services of a competent pill mass maker; experience large scale. Address "Manufacturer," care AMERICAN DRUGGIST.

**SALESMAN WANTED.**—An unusual opportunity for salesmen visiting the regular drug trade to make money. Address promptly the G. S. O. Company, Lancaster, Pa.

**TRAVELING SALESMEN WANTED** all over the U. S. to handle widely advertised article; no competition; liberal commission. Write to the Asbesole Company, 76-78 Park place, New York.

**WANTED.**—Good junior clerk with one or two years' experience; must be of good address and excellent habits. Address "Main," care of AMERICAN DRUGGIST.

## SITUATIONS WANTED.

**WANTED.**—Pharmacist (experienced) desires position on the read as detail man and salesman; is also a graduate of medicine; age 34; temperate; speaks German; can furnish first-class references as to character, etc. Address Salesman, care of Rothenberg's Pharmacy, 1293 Lexington avenue, New York City.

**SITUATION WANTED.**—English pharmacist, with first-class experience in manufacturing analytical work, good business training, wants a position with American firm in England; manufacturing or executive work, or would represent good proprietary house. Address Surrey, care of AMERICAN DRUGGIST.

**WANTED.**—Relief work by graduate; registered New York and New Jersey; honest; reliable; speaks German; well experienced. Address Pharmacist, 222 Bushwick avenue, Brooklyn, N. Y.

## BUSINESS OPPORTUNITIES.

**FOR SALE.**—An old and well established drug store doing a good business, located in one of the best cities on Puget Sound, State of Washington; reason for selling, losing health, tired out; splendid, clean stock; good location; cheap rent. For particulars address "Washington," care of AMERICAN DRUGGIST.

**FOR SALE.**—The leading drug store in Fort Smith, Ark.; population 25,000; best location; doing good business; full prices; exceptional opportunity for one or two men to step into a paying business. Address Box 220, Fort Smith, Ark.

**DRUG STORE FOR SALE.**—A liberal discount will be given from the inventory to a cash customer who has sufficient means to handle one of the best drug stores in western New York; no cutting in prices. For particulars address "Thompson," care of AMERICAN DRUGGIST.

**SLIPPERY ELM BARK** for sale; last year's crop; in bundles; make offer for all or part of 5,000 pounds. Tailor Lee, St. Paul, Minn.

**PATENT MEDICINES** bought, sold and exchanged; send us your list and get our terms. D. M. Brunor, 2543 Eighth avenue New York City.

## SPECIAL ATTENTION.

I buy and sell Drug Stores exclusively. Expert service. Special Plan. Drug Men furnished positions. Employees furnished. It will pay you to write for particulars.

F. V. KNIEST, R.P.,

"The Drug Store Man,"

624 N. Y. L., OPAHA, NEB.

**TO LET.**—Elegant corner store, just suitable for druggist, 279 Irving avenue, Brooklyn. For particulars, J. Marlenhoff, 428 Knickerbocker avenue, Brooklyn.

**FOR SALE.**—Fine drug stock in thriving village of 3,000 in New York State; clean stock, cash trade, well established; full prices on patents; rich dairying section; expenses light; one other druggist; a splendid opportunity just now; expect to engage in manufacturing; price \$4,000. Address "Phenalmid," care of AMERICAN DRUGGIST.

**FOR SALE.**—Drug stock in central Michigan; invoice \$3,500; rent \$20 per month; sales \$8,500 yearly; population of city 4,000, rapidly increasing. Address Michigan, care of AMERICAN DRUGGIST.

**FOR SALE.**—Prentiss 60-day calendar clock; in good order; cost \$40; will sell for \$20; no place to hang reason for selling. C. A. Potterfield, Charleston, W. Va.

**FOR SALE** in Oklahoma drug stock and store building. Will sell one without the other; rather sell both together. Good location in town of 1,000 population; only one other drug store. Stock will invoice \$1,500 to \$1,800; will sell cheap. Address Oliver, care AMERICAN DRUGGIST.

**OLD ESTABLISHED PHARMACY** in important city in New York State is for sale owing to desire of the proprietor to take a much needed rest. The business has steadily grown in value during the past few years and includes a wholesale department. Those with capital to invest will profit by looking into this. Address T. J. K., care of AMERICAN DRUGGIST.

**SHEEP DIP, ETC.**—A gentleman with special knowledge of the trade and an extensive connection in South Africa wishes to represent a manufacturer of sheep dip in that country; 11 years' experience. Address "Dip," Box 671, Sells Advertising Offices, London, England.

## Attention--Druggists A Paying Business For You

It requires but little capital. It occupies but little of your time. There is money in it for you. For full particulars and information—address

### The National News Co.

15 Warren Street NEW YORK

## For Sale

A fine Cigar Store, elegant location, near main entrance of Central Park, New York City. Owner retiring from business. Address

T. M. M.,  
Care of AMERICAN DRUGGIST.

**WRITE to R. Addis & Son, LONDON  
BRUSH WORKS, LONDON, Eng.,**

for illustrations and prices of all kinds of TOOTH BRUSHES.



Contractors to H. M. GOVERNMENT.

**THE** following Advertisement is one of a series now being run in all the important Horse and Farm Papers in United States, Canada and England.

Your demand for **ABSORBINE** will be greatly increased. Regular Jobbers can supply you. Mail me your card so I can place it on file and refer inquiries from your section to you for supplies.



## ABSORBINE

Removes the Inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. \$2.00 per bottle delivered. Book 12-B free.

**ABSORBINE, JR.**, for mankind, \$1.00 Bottle. Cures Bunions, Corns, Chilblains, Sprains, Etc., quickly. Genuine mfd. only by

W. F. Young, P.D.F., 49 Monmouth St., Springfield, Mass.



**FOR** cleansing everything about a drug store or a soda fountain there is nothing equal to Hoffman's

**Barkeeper's Friend**  
Marble, Glass,  
Nickel, Brass,  
Copper, Tin and  
German Silver

can all be cleaned and polished with it easier than with anything else. Let us send you a FREE SAMPLE.

Highest Award, Chicago World's Fair, 1893, Louisiana Purchase Exposition, St. Louis, Mo., 1894.

**GEO. WM. HOFFMAN,**  
295 E. Washington St.  
Indianapolis, Ind.

**FOR SALE BY JOBBING TRADE**

# Antidiphtheric Serum

## NO RISK OF LOSS FROM UNSOLD SERUM.

Our Diphtheria Antitoxin is  
freely returnable. We positively pro-  
tect you from loss.

It yields you a living profit.  
It is prepared and tested ac-  
cording to the most approved  
scientific methods. There is no  
question of its purity and potency.

It has the unqualified confi-  
dence of the medical profession.

Supplied in bulbs of 500, 1000, 2000,  
3000 and 4000 units.

**STOCK OUR ANTITOXIN NOW!**

# Parke, Davis & Co.

### The New Secretary of Parke, Davis & Co.

Frank G. Ryan, who has been elected by the Board of Directors of Parke, Davis & Co. to the posts of secretary of the company and assistant manager, has a host of warm friends all over the United States who will join with us in congratulating him upon a well deserved promotion and the house of Parke, Davis & Co. upon its good fortune in having so able a



man at hand to take the important positions. Mr. Ryan on graduation from the Philadelphia College of Pharmacy in 1884 took a post as instructor in that institution, but at the same time carried on some other work. He retained his connection with the college, being promoted from time to time, until about four years ago, when he was invited to become chief pharmacist of Parke, Davis & Co. How well and how satisfactorily he has filled that important post, which was created for him, is shown by his present promotion, which carries him out of the purely chemical into the purely executive portion of the work. In his new field of labor Mr. Ryan will receive the cordial support not only of the staff of this firm but also of the drug trade at large, for few men are so generally popular in the trade as he is.

### Recent Customs Decisions.

#### GUM TRAGASOL.

The Board of United States General Appraisers has ruled that gum tragasol is not a drug within the meaning of the tariff act, but is properly classified as an unenumerated article. The board said the evidence showed it was not used as a medicine or in any way in compounding or preparing medicines or chemical preparations. The testimony showed it is used to take the place of gum tragacanth and also Irish moss.

#### "AROMATIC SEEDS."

An importation of aromatic seeds was held to be dutiable under the provision in the tariff act for "seeds of all kinds not specially provided for." The importers claimed free entry under the provision relating to "drugs, such as seeds aromatic." The importation included the following varieties of seeds: Pepper, balm sweet basil, bene, borage, catnip, hyssop, sage, sweet marjoram, etc. The Board of United States General Appraisers decided the case against the importers.

### Advertising Thermometers.

That it is politic to send customers a reminder is generally admitted. All realize that letters are not long remembered, no matter how interesting they may be. What is wanted is something that will keep your name constantly before both present and prospective customers. Such an article is furnished by Taylor Brothers Company, Rochester, in its very attractive advertising thermometers. Write it for a descriptive list, mentioning the AMERICAN DRUGGIST.

### Curious Drug Adulterants.

At the Atlantic City meeting of the American Pharmaceutical Association McKesson & Robbins made a departure from the ordinary exhibit in more ways than one. As stated in our last issue, the principal feature of their exhibit was the apparatus used in the demonstration of the virtues of Calox, which is an oxygen yielding dentifrice, the introduction of which marked a new era in this special field. In our account



Opium Adulterants, Exhibited by McKesson & Robbins at Atlantic City, N. J.

of their exhibit we failed to mention one of its most interesting features—namely, a collection of adulterated drugs which really formed an excellent supplement to the report of the Committee on Drug Adulterants.

We present herewith an illustration of the tray on which these adulterations and sophistications were displayed. Among these were numerous bullets and pieces of metal and stone, and also a piece of camel's excrement which had been found in the interior of balls of crude opium. Another curious and profitable adulteration shown consisted of the injection of plaster of Paris into the musk sack of a specimen of castoreum, the interior having first been scraped bare.

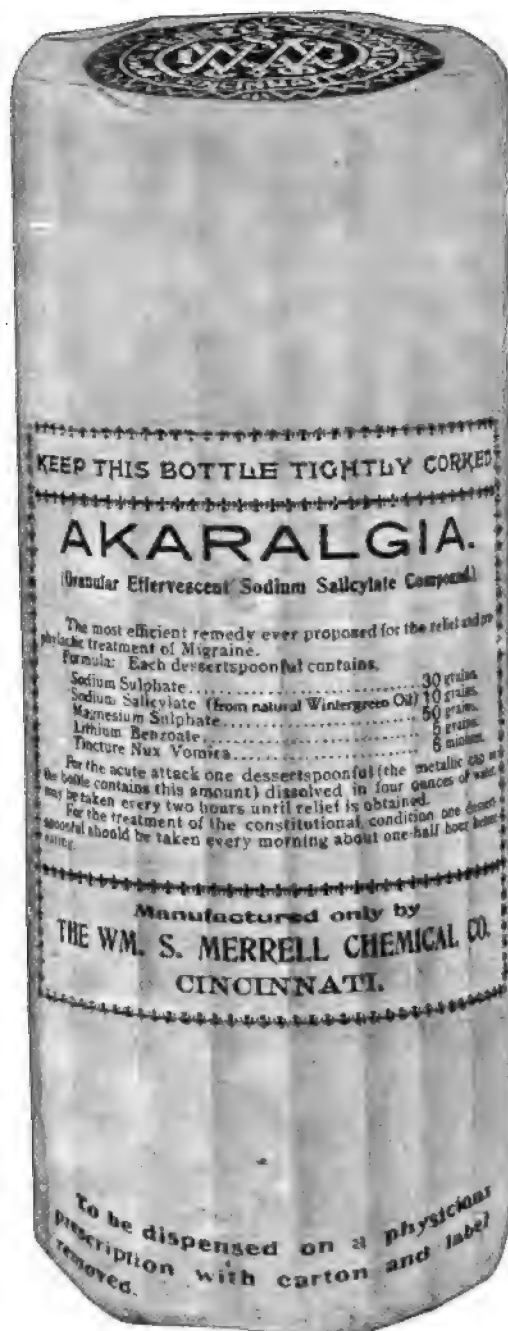


# AKARALGIA MERRELL

A new and most attractive form of exhibiting the valuable properties of pure Sodium Salicylate,  
(From Natural Wintergreen Oil)  
overcoming chronic migraine by single daily doses.

Send for Literature:  
"A New Remedy and Cure for Migraine."

Generally prescribed:  
"Akaralgia, 1 bot."



The demand for Akaralgia will steadily increase as it is advertised in the leading Medical Journals.

If you do not have it in stock order from your Jobber one-quarter dozen or more and be prepared to fill your Physicians prescriptions promptly.

\$6.75 net—dozen.  
Broken dozen same rate.

## SIMPLICITY

## PALATABILITY

## EFFICACY

**Your Jobber Supplies MERRELL "LINE" Goods at 40% discount, regardless of quantity.**

Fluid Extracts, Tablets, Pills, Elixirs, Granular Effervescent Salts, &c., &c.

WRITE

**"Merrell"** and the results will please you.

**THE WM. S. MERRELL CHEMICAL CO.**

ON YOUR ORDERS

New York.

Cincinnati.

San Francisco.

**Something New.**

Announcement has been made that the Apollinaris Company, Ltd., London, to meet the existing demand for an effervescent Hungarian aperient water is now placing upon the market natural Apenta carbonated and that the Apenta carbonated, known as Sparkling Apenta Splits, is bottled at the Apenta Springs, Budapest, Hungary, is put up in cases of 50 splits and is a pleasant and refreshing aperient for morning use. The water will be extensively advertised in the daily papers.

**Concerning the Matter of Neatness in Parcels.**

What kind of parcels do you send out? Are they tied with clumsy, inelegant string or cheap ribbon that easily breaks? You've no doubt often felt the need of something more dainty than string and stronger and cheaper than ribbon, and that's why we want to draw your attention to a packing tape made by G. Reis & Brother, 640 Broadway, New York. This tape has the appearance of ribbon, but far more strength and substance, which keeps it flat on the package.



Parcels tied with it have a very smart appearance and are perfectly secure. In addition to these advantages it is printed with your name and address, from four to ten times every yard, so that in tying a package you also label it with your "ad" in such a neat and novel way that it goes right home with your customers. Messrs. Reis will send samples and prices free to our readers.

**Important to Buyers.**

Our readers have probably seen the advertisements which have recently been appearing in our columns warning the trade of the prevalence of adulterated and inferior meat extracts which are being offered in packages infringing the trademark of Liebig's Extract of Meat Company, Limited. In many instances the people who visit the merchants to sell these imitation brands even go so far as say that they are connected with the original Liebig Company and are selling the genuine brand.

The Liebig Company are taking every means to warn dealers that these imitations have no connection whatever with the company, and merchants will understand that in selling imitation and infringing brands they render themselves liable to prosecution for infringement of the Liebig Company's rights.

There may be cases where these imitations resemble the genuine so closely that even the dealer is deceived. If any merchant is in doubt about the meat extract in his possession being genuine the Liebig Company will be happy to report on it if he will mail them the outside drapper from one of the jars. Cornelle David & Co., 120 Hudson street, New York, are the sole agents in this country for Liebig's Extract of Meat Company, Limited.

**To Build Up the Prescription Trade.**

The Tilden Company, of New Lebanon, N. Y., and St. Louis, Mo., have quadrupled their force of special detail men among the medical profession. The products of this firm are strictly pharmaceutical preparations, and the demand must be created with the medical profession, as they manufacture only prescription goods, a line of goods that are most profitable to the dispensing druggist. His prescription department, financially speaking, is the druggists' salvation. The Tilden preparations, as a rule, are seldom sold in original packages. The price is never printed on a package. The retailer makes the price, and the Tilden Company have materially increased their efforts to enlarge the prescription business of the retailer. They are mailing thousands of booklets daily to the medical profession, in addition to keeping on the road a score or more of men who do nothing but detail work. The only advertising that they do directly to the retail druggist is through the medium of the pharmaceutical press. The Tilden Company are not and never have been interested in prize schemes of

any character; therefore the drug journal, their price-list and traveling men are their methods of reaching the druggist directly, and through the physicians indirectly, and the latter they regard as an actual source of profit to the dealer. The Tilden policy is a live and let live policy. They ask the closest scrutiny by the retail druggist of the prices charged, to the end that he may understand how thoroughly consistent they are with the cost of production. In short, this line is a most interesting one to the dispensing druggist, because it represents the best quality, is thoroughly popular with the medical profession and very profitable to the dispenser. They solicit correspondence from the dealers and are always glad to send catalogues and discounts on application. Address the Tilden Company, New Lebanon, N. Y., or St. Louis, Mo.

**An Attractive Offer.**

The Dalley Mfg. Company, of 12 Duane street, New York City, are offering in this issue a premium of one dozen Olivine soap with a purchase of one dozen of Dalley's Magical Pain Extractor, which offer means a profit to the retailer of 150 per cent. on his investment. Dalley's Magical Pain Extractor, more popularly known as Dalley's Salve, is one of the oldest proprietary articles in the United States, and it enjoys to-day a widespread and persistent sale, based entirely upon its valuable qualities, nothing whatever having been spent upon it in the way of advertising during the present generation. The soap premium is something which the druggist can very readily sell, as it is put up in a beautiful package and the soap itself is of unusually fine quality and odor. We particularly commend this offer to the attention of our readers.

**Exactng Requirements of the Present Day Traveler.**

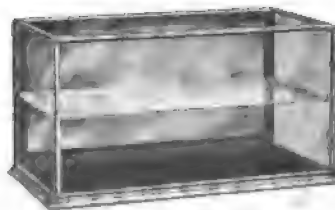
The present day prosperous American traveler, whether he be tourist or on business bent, demands that he shall be housed not only in safety but with almost luxurious comfort and with every possible convenience at his disposal. To meet this demand vast sums have been lavishly expended in the rearing of such hotels as, for instance, The Lenox at Buffalo, N. Y., which is an excellent illustration of the great advance made in recent years in American hotel construction and management.

The building is a model of fire proof construction, and the boilers, electric dynamos, water sterilizing plant and all other machinery are housed in a building entirely separated from the hotel. The interior is furnished with refined, artistic taste; each room and suite is provided with a bathroom and long distance telephone, and finally a culinary department and dining room service of unsurpassed excellence is at all times assured the patrons of this hotel.

For all these things the discriminating traveler expects, and is expected, to pay no more than he did before modern palatial hotels of this character came into existence.

**A Useful Novelty Display Case.**

We illustrate herewith the "Silent Salesman" showcase No. 32, made by John Phillips & Co., Limited, of Detroit, Mich.



This case is designed especially for use on top of other cases and for the display of novelties, sundries and specialties. The case is finished in oxidized copper frames; glazed with sheet-glass top, front, ends and shelf; has a mirror door on hinges, and the bottom is provided with rubber cushions to prevent it from scratching other cases. No store should be without one or more of these cases. For fuller details write John Phillips & Co., Detroit, mentioning the AMERICAN DRUGGIST.



# Popularity and Price Protection

## POPULARITY

LAXATIVE BROMO QUININE originated as the first product of its kind and through merit and continuous extensive advertising it has become an absolutely staple article.

## PRICE PROTECTION

The terms and discounts on LAXATIVE BROMO QUININE from the beginning have afforded a most liberal profit, and now, by the adoption of the DIRECT CONTRACT AND SERIAL NUMBERING PLAN, this profit is absolutely insured to the retail dealer. The support of this Plan by the Retail Drug Trade demands, simply, that EVERY INDIVIDUAL Druggist shall sign the contract. Those who have not done so should sign and have the contract properly recorded without further delay.

## **SPECIAL DATING OFFER**

**JANUARY 1st. 60 DAYS.**

If a supply of LAXATIVE BROMO QUININE is needed, or if the stock on hand will permit it, the DATING OFFER now in force enables the Druggist to purchase a quantity, obtaining the regular free goods to be delivered at once and invoice dated January 1st, 1906, for cash discount.

## **LAXATIVE BROMO QUININE**

**Price \$1.75 per dozen.**

|  |                                  |
|--|----------------------------------|
| 6 dozen lots, 1 dozen free, . . . . .                          | Cost \$10.50 or \$1.50 per dozen |
| 12 dozen lots, 2 dozen free, 5 per cent. trade discount, " "   | 19.95 or 1.43 " "                |
| 36 dozen lots, 6 dozen free, 8 per cent. trade discount, " "   | 57.96 or 1.38 " "                |
| 60 dozen lots, 10 dozen free, 10 per cent. trade discount, " " | 94.50 or 1.35 " "                |

**WHOLESALE DRUGGISTS WILL ACCEPT ORDERS UNDER THIS DATING OFFER.**

---

**PARIS MEDICINE COMPANY,**  
**SAINT LOUIS AND LONDON.**

## Hints to Buyers.

All kinds of seamless tin cans and boxes are made by the Buckeye Stamping Company, of Columbus, Ohio. Catalogue and samples furnished on application.

Everything in the way of pharmaceutical apparatus, drugs, chemicals, and chemical and physical apparatus may be obtained from the old and reliable house of Elmer & Amend, 205 Third avenue, New York City.

Fellows' Syrup is an established trademark, the property of the Fellows Medical Mfg. Company, Ltd., Montreal, Canada, and 26 Christopher street, New York. The drug trade is warned against buying or selling colorable imitations of it.

The Wood Products Company, Buffalo, N. Y., offers its Columbian Spirit to our readers in this issue. This is a first-rate article for all purposes except internal use, being the equal of grain alcohol in color, odor and permanence.

Are you familiar with the line of chemicals and preparations made by the Albany Chemical Company? Its articles are standard and are sure to give entire satisfaction. Specify "A. C. Co." on your orders.

The Chattanooga Medicine Company offers a fine business proposition in connection with its Wine of Cardui. The latter is a good seller, and yields handsome profits. Unusually attractive advertising matter will be furnished on application. Write for details.

The Henry H. Shelp Mfg. Company, 529 Columbia avenue, Philadelphia, will furnish samples and estimates of white wood, bass, oak, and ash syringe boxes, and any other form of fancy wood boxes. This old house possesses extensive facilities for first-class work at inside prices, and consumers will do well to consult them before placing orders.

The chemicals of the Powers, Weightman, Rosengarten Company, Philadelphia, are sold in wholesale quantities only, but may be obtained by the retail druggists by specifying P. W. & R. when ordering of their jobbers. The line is a very extensive one, covering both medicinal and technical chemicals. The purity and excellence are absolutely standard.

Anhydrous and hydrous lanoline is offered to the trade by Victor Koechl & Company, New York, under the trade names of Lanoline "Liebreich" and Adeps Lanae "B. J. D.," both of which are to be recognized by the "Dartring" trademark. These products are official in both the United States and the British Pharmacopoeias.

The C. L. Flaccus Glass Company, 41 Barclay street, New York, is sole selling agent for Appert glass containers, an advertisement of which will be found in this issue. By writing for Pamphlet 10 a full description of the line may be obtained. An interesting feature of this line is the lime water container and dispenser.

The line of insect exterminators, together with the famous "Rough on Rats," manufactured by E. S. Wells, Jersey City, is offered to the attention of the retail druggist through an advertisement appearing in this number. These goods are in persistent demand and should be carried in stock by every druggist.

One of the best articles for a side line in the drug store is a good hair brush. The Ideal brush has an air-cushioned back and genuine Siberian bristles; it is entirely different from the rubber back wire brush. Order from your jobber, or direct from the sole licensee and importer, Henry L. Hughes, 78 Monroe street, Chicago.

The Fischer Chemical Importing Company, 14 Platt street, New York, will be glad to supply druggists with interesting literature concerning their line of German chemical and pharmaceutical products, among which are some very important items which have attracted the attention of a large portion of the medical profession.

Attention is invited to the advertisement of W. J. Bush & Co., of 5 Jones Lane, New York, and 185 East Kinzie street, Chicago. This old essential oil house is offering oil of sandal

and oil of cloves, together with other leaders in their line, to the drug trade of the United States. The products of this house can be thoroughly relied upon for quality.

In ordering ointment boxes of your jobber specify "Mt. Washington" and you will obtain the best wooden box for the purpose on the market. It is made in black walnut and silver poplar, and in sizes from  $\frac{1}{4}$  to 16 ounces. The wood is impervious, and the covers fit snugly. In addition to these good qualities the box is a particularly slightly one.

We call the attention of our readers to the new advertisement of the National Licorice Company, of 106 John street, Borough of Brooklyn, New York, which appears in this issue. The licorice specialties of this concern are ready and profitable sellers, and this is the beginning of the season when they will naturally be in demand.

Manufacturers and retail druggists who are in the market for bottle stoppers, collapsible tubes, hand pill machines, hand pill compressors, suppository and bougie molds, or metal syringes, should address A. H. Wirz, 913 Cherry street, Philadelphia. This old house makes a very full line of these goods and can be depended upon for first-rate work at correct market prices.

Eusoma, made by the Eusoma Pharmaceutical Company, Cincinnati, is a non-poisonous antiseptic, alterative and antipurulent for both external and internal administration. It is an echinacea compound and one of the most efficient and reliable preparations of its kind ever offered to the medical profession. Send for sample and descriptive circular matter, mentioning the AMERICAN DRUGGIST.

The Quaker City drug mill manufactured by A. W. Straub Company, 3737 Filbert street, Philadelphia, will be sent on trial to any druggist who is not familiar with it. This small and inexpensive mill is capable of grinding a great variety of substances, including the most difficult, and it has been found to be thoroughly practical and remarkably strong and durable. Descriptive pamphlet may be had on application.

Smith, Kline & French Company's price-protection plan, involving on their part an expenditure of a very large sum of money, should be of interest to all progressive druggists. We particularly invite the attention of our readers to the advertisement of this house appearing on the back cover of this issue. Every druggist alive to his own interests should carry Baskay's Albumenized Food and get his share of profit and protection.

The old perfumery house of Solon Palmer, of New York, is advertising to the retail drug trade in the columns of this paper. The remarkable sale of the line in America is being duplicated by a demand which is springing up in other parts of the world. So much has this been the case that the house has been compelled to open agencies in Singapore, Straits Settlements, and Buenos Aires. The druggist who does not carry this line in stock is neglecting a valuable business opportunity.

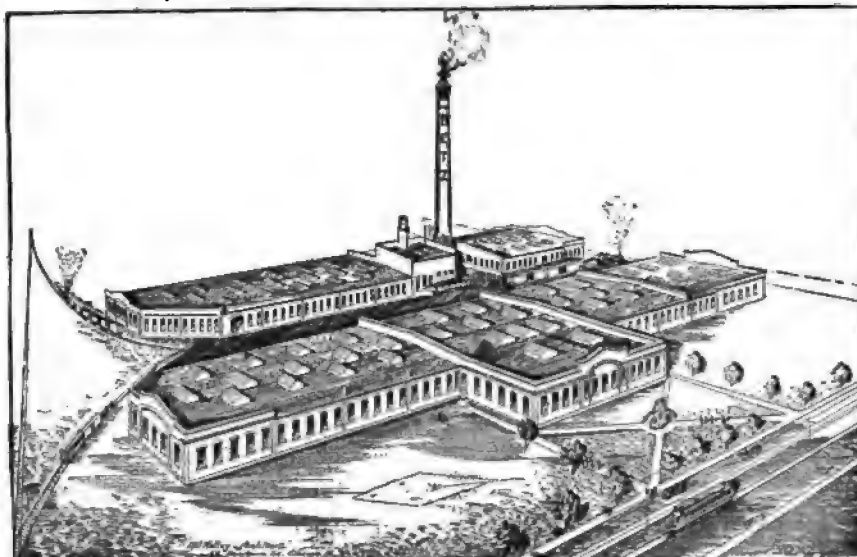
Thomas' English Prepared Chalk, in white and in pink, packed in 8-pound lock cornered wooden boxes, may be had of any wholesale druggist in the United States. The Thomas Mfg. Company, Baltimore, has achieved a remarkable sale of its product, not alone in the United States, but in Mexico and in South American countries. The advantage of using this article must be apparent to every thinking dealer. To those who are not familiar with it a sample will be sent upon application.

One particularly strong point about the show cases made by the Grand Rapids Fixtures Company is that all the company's cases are very carefully finished. Some cases have only one coat of varnish, and the whole finishing process is probably done in two or three days. And then the varnish used on cheap cases cracks and turns white. Not so with this company's cases; three coats of the best varnish are used, and it takes 18 days to finish a case; the varnish does not peel, crack or turn white when exposed to moisture. Every part of the work is done by skilled workmen who use nothing but first-class material. Before buying write to this company for prices, catalogues, etc.

# FRANK S. BETZ CO.

(Incorporated)

CAPITAL, SEVEN HUNDRED AND FIFTY THOUSAND DOLLARS



Drugs  
Pharmaceuticals  
Chemicals  
Tablets  
Fluid Extracts  
Oils  
Wines  
Syrups  
Capsules

Surgical  
Instruments  
Apparatus  
Appliances  
Dressings  
Rubber Goods  
Glassware  
Trusses  
Sundries

## MANUFACTURING PHARMACISTS

**Surgical and Hospital Supplies of Every Description**

**LARGEST PLANT OF ITS KIND IN THE WORLD**

|   |   |                          |
|---|---|--------------------------|
| SURGEON'S GREEN SOAP, . . . . .   | 10 lb. jars, net, \$1.00; . . . . .   | 20 lb. jars, net, \$1.90 |
|   | Barrel, 400 lbs. . . . .  | lb., 6c.                 |
| STRONGER AMMONIA, C. P., Sp. Gr. 90°, . . . . .   | 8 lb., gal., \$1.00; . . . . .  | 16 lb., 2 gal., \$1.90   |
|   | Carboys, . . . . .  | lb., 8½c.                |
| CHLOROFORM, Strictly Pure, . . . . .  | 5 lb. bottle, \$1.60; . . . . .   | 12 lb. bottle, \$4.25    |
|   | 100 lb. bulk, . . . . .   | \$31.00                  |
| DISTILLED EXTRACT WITCH HAZEL, . . . . .  | Gal. jugs, 80c; . . . . .   | 5 gal. jugs, \$3.90      |
|   | Barrel, . . . . .   | 60c. gallon              |
| AMBER PETROLATUM, . . . . .   | 5 lb. cans, 45c; . . . . .  | doz. cans, \$5.00        |
|   | Barrel, . . . . .   | per lb., 3½c.            |
| SNOW WHITE PETROLATUM (Russian), . . . . .  | 5 lb. cans, \$1.00; . . . . .   | doz. cans, \$11.00       |
|   | Barrel, . . . . .   | per lb., 14c.            |
| NITRIC ACID, C. P., Sp. Gr. .84 . . . . .   | 7 lb. bottle, . . . . .   | \$1.20                   |
|   | Carboy, . . . . .   | per lb., about 8½c.      |
| HYDROCHLORIC ACID (Muriatic), . . . . .   | Strictly Pure, 7 lb. bottle, . . . . .  | \$1.10                   |
|   | Carboy, . . . . .   | per lb., about 7½c.      |
| SULPHURIC ACID, C. P. . . . .   | 7 lb. glass bottle, . . . . .   | \$1.10                   |
|   | Carboy, . . . . .   | per lb., 6½c.            |
| BETZ' SANITARY FLUID, Saponified Coal Tar Creosote, . . . . .                                   | 1 gal. makes 100 gals. of strong, . . . . .   | gal., \$3.00             |
| HYDROGEN PEROXIDE, U. S. P. (Medicinal), . . . . .  | . . . . .   | 1 gal. bottle, \$1.65    |
| FORMALDEHYDE, 40% Solution, Guaranteed to be of highest purity, per lb., 25c; 5 lbs., . . . . . | \$1.25; gal. bot., \$1.60; 5 gal., \$7.25; 10 gal., \$12.75; barrels of about 400 lbs., per lb., 12c. |                          |
| SOLIDIFIED FORMALDEHYDE, Powdered, . . . . .  | lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00   |                          |
| PARAFORMALDEHYDE, Paste, . . . . .  | lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00   |                          |

We are headquarters for everything used for municipal sanitation and that of ship factories, railroads, etc. We supply in the smallest or largest quantities.

|   |               |   |               |
|---|---------------|---|---------------|
| THERMOMETERS, Clinical, 60 sec., Magnifying . . . . .   | doz., \$4.00  | WOOD ALCOHOL STOVES (Reform), nickel . . . . .        | doz., \$6.00  |
| with certificate, . . . . .                             |               | plated on brass, . . . . .                            |               |
| HYPODERMIC SYRINGE, glass or metal barrel, doz., \$4.00 |               | GLASSGONORRHOEAL SYRINGES, French Make, gross, \$3.00 |               |
| MEDICINE DROPPERS, either bent or straight or . . . . . |               | SUSPENSORIES, J. P. Silk Knit Sack, . . . . .         | doz., \$1.50  |
| assorted, . . . . .                                     | gross, \$1.40 | SUSPENSORIES, Army and Navy Lisle Thread, . . . . .   | doz., \$2.00  |
| RUBBER GLOVES, any size, . . . . .                      | doz., \$6.00  | FINGER COTS FOR SURGEONS, . . . . .                   | gross, \$1.75 |

TERMS, CASH WITH ORDER

**CHICAGO SALESROOM, 90 WABASH AVENUE**  
**GENERAL OFFICES AT WORKS, HAMMOND, INDIANA**

Where All Communications Should be Addressed

Our readers should follow the series of advertisements which W. F. Young, 49 Monmouth street, Springfield, Mass., is running in the agricultural and stock papers of the country. Mr. Young sells his Absorbine and Absorbine Jr. mainly through the retail drug trade, and has always been a very helpful co-operator both in the matter of advertising in the press and in other direct means. As a great number of inquiries from horse owners follow his advertising, he particularly wishes to be informed just what druggists are regularly carrying his goods in stock, so that he may be able to refer inquiries direct to them. If any of our readers have not already notified him regarding this we would suggest that they at once address a postal to him.

#### Thymol Iodide U. S. P.

This valuable antiseptic has been recognized by the U. S. P. Eighth Revision and it will doubtless be a matter of interest to pharmacists generally to know that the Mallinckrodt Chemical Works have taken up its manufacture. Thymol Iodide of a very inferior quality has been imported into this country and offered to the drug trade, and pharmacists, therefore, should be particular to order it under the label of some well-known and reliable manufacturer. The product manufactured by the Mallinckrodt Chemical Works answers the full requirements of the Pharmacopœia and consequently may be relied upon for proper therapeutic results. Thymol Iodide, as most of our readers are aware, is largely sold under the trade designation Aristol.

#### Preparing for the Hot Soda Season.

The time is fast approaching when druggists will have to start their hot drinks department. In making plans for the coming season no druggist should fail to notice the fine special offer made by Armour & Co. of hot drink supplies. The offer includes a beautiful carnation china urn, of original design, 29 inches high, with a Carlsbad china cylinder fitted over a 2-gallon copper lined tank, with water gauge, etc., and gasoline heater. It is richly finished and decorated and is an ornament to any counter. Besides this urn the offer includes six china cups, a Vigoral hanger, "The Drinking Girl"; plate glass signs, a dozen strip signs and a card of directions. All the foregoing are free, the price asked for the carnation china urn case being the list price of the supplies it contains for making drinks. Each case contains sufficient supplies to make about 2000 drinks. The price of the case is only \$25 east of Missouri River and \$30 west of Missouri River. The price of the urn and stove separate is \$10, net.

Another exceptional offer by Armour & Co. is the Vigoral urn case. The case contains a patent urn with reservoir, gasoline stove, six china cups (carnation decoration), a Vigoral hanger and numerous window and mirror signs, four 2-pound pigs of Vigoral, together with fluid beef, tomato bouillon and chicken broth—enough to make 1,200 to 1,600 drinks. Price of case, \$20 east of and \$25 west of Missouri River.

#### A Standard Remedy.

We are pleased to class among our new advertisers this week the firm of Kress & Owen Company, of New York, which displays its popular product, Glyco-Thymoline, which is now looked upon as a standard remedy for catarrhal conditions. The name "Glyco-Thymoline" has been used by this firm and its predecessors for a period of 17 years and has recently been registered at the United States Patent Office under the new trade-mark law, which gives perfect protection to the property rights in the name. This calls to mind that under the provisions of the new law an injunction granted in one circuit court against an infringer is operative in every circuit court in the United States without a rehearing.

#### A New Tar Soap.

A. R. Bremer, 659 Hudson street, New York, well known through his famous Coke Dandruff Cure, has brought out

a new toilet soap which he has called Coke White Tar Soap. It is recommended for its antiseptic, deodorizing and healing properties and is said to be a cure for eczema and other skin eruptions. It is manufactured from white pine tar and vegetable and mineral oils. It is an excellent thing for the toilet generally, particularly for shampooing and notably, as stated, for skin diseases. Druggists are invited to correspond with the manufacturer with a view to stocking this excellent article.

#### A Valuable Catalogue.

Those druggists who are in trade to make money—and the majority come in this category—should write to Butler Brothers, Chicago, for their October catalogue. It contains special offers to the retail drug trade on holiday goods which should not be lost sight of. There is money in this line, and our readers would do well to write for a copy of this catalogue.

#### A Michigan Farmer Raises Catnip.

Franklin Smith, a farmer who lives 18 miles south of Battle Creek, Mich., has become tired of raising the ordinary crops and is trying something new and has made a success of it. He has a catnip farm. He has just harvested his catnip and finds that it pays. The catnip is put up in half-bushel packages and is sold to wholesale druggists. Smith says he gets \$30 per ton.

#### Increased Discounts to Jobbers on Major's Goods.

A. Major has sent a personal letter to every jobber in the United States announcing an increase in the discounts allowed by him to jobbers to 15 per cent., less 2½ per cent. in ten days, freight and boxes free in ten gross lots. He states that this increase was due to the impression gained at the recent meeting of the N. W. D. A. He also offers to let jobbers send out his cement on sale, and to redeem returned lots.

#### Hood's Calendar Offer.

We think it will be to the advantage of all retail druggists to accept Hood's calendar offer for 1906 as early as possible.

The calendar for 1906 is a beauty and is equal to, if not better than, any heretofore put out by this enterprising firm.

Every calendar given away by the retailer is a constant and steady advertisement for himself, as the retailer's name is attached to the calendars he receives.

Certainly this must be the cheapest kind of advertising the retailer can do, as his calendars are furnished to him without extra cost.

How to obtain Hood's calendars is explained in regular advertisement in another part of this journal.

#### Sues "Ladies' Home Journal."

Suit has been begun in the Superior Court, Chicago, for \$250,000 damages against the Curtis Publishing Company, publisher of the *Ladies' Home Journal*. Samuel B. Hartman, of Columbus, of the Peruna Drug Company, is the plaintiff. In the August issue of the *Journal*, the declaration says, appeared a specimen advertisement of the medicine company, including a testimonial from Representative George H. White, of North Carolina. In the next issue of the magazine, the declaration alleges, the testimonial was reprinted, but with it was a signed denial from Mr. White that he had given the testimonial. This denial, Hartman alleges, was obtained through a misunderstanding, as Mr. White, he swears, signed the original testimonial.

If you and I and ewe and eye  
And yew and aye (dear me),  
Were all to be spelled u and I,  
How mixed up we would be!

—Harvard Lampoon.

**BUY A GROSS AND SAVE 5 and 2½ PER CENT.**

THE KIND YOU  
HAVE ALWAYS  
HANDLED

**CASTORIA**

IT PAYS  
TO HANDLE  
RELIABLE GOODS

\$33.60 Per Gross.

Jobbers Sell in Gross Lots,  
5 Per Cent. and 2½ Per Cent. OFF.

\$2.80 Per Dozen.

**THIS IS THE GENUINE.**

Send for Cards, Cartons and Counter Wrappers.

**THE CENTAUR COMPANY,**  
77 MURRAY STREET, NEW YORK CITY.

*Chas. H. Fletcher* President,

**BUY A GROSS AND SAVE 5 and 2½ PER CENT.**

—Who can't sell 12 dozen per annum?—

### Navaja de Seguridad "Gem."

La mejor Navaja de Seguridad. Se vende á la vista  
Sr. Tratante, aquí tiene usted buena ganancia  
Hermosa Caja de Reclamo.  
GRATIS.

Pedid el contenido:

|                 |                      |
|-----------------|----------------------|
| 6 Navajas,      | 1 Juego, No. 3       |
| 2 Juegos, No. 1 | 1 " " 4              |
| 2 " " 2         | 3 Hojas de Repuesto. |

Todas tienen pronta salida; le cuestan á Vd. \$20  
oro y usted duplica el dinero.

Pedid precios de la "GEM" al mayorista; si no la suminis-  
tra nosotros lo haremos. Pídase el Catálogo.

**GEM CUTLERY CO.,**



### GEM SAFETY RAZOR

The Best Safety Razor—sells on sight.  
Good Profits to you, Mr. Dealer.  
Beautiful Display Case FREE.

Simply order the contents:

|               |                 |
|---------------|-----------------|
| 6 Razors,     | 1 No. 3 Set,    |
| 2 No. 1 Sets, | 1 No. 4 "       |
| 2 No. 2 "     | 3 Extra Blades. |

All quick sellers. Cost you about \$20.00  
and you double your money.

SEND FOR CATALOGUE.

Ask your Jobber for GEM Prices, if he won't supply you we will.

**34 Reade Street, New York.**



### EVERY CUSTOMER ADVERTISES YOU

If you tie your parcels with

### Reis' Advertising Tape

It is strongly woven and finished like silk; made in many  
bright color-shades and different widths—from 1-16 to 1-4 of  
an inch. Saves time in packing because it se's flat and  
snug around the parcel and neither slips nor breaks in tying.  
REIS' ADVERTISING TAPE carries your name and address  
plainly printed from four to ten times every yard, providing  
a novel way of making EVERY CUSTOMER ADVER-  
TISE YOUR BUSINESS.  
It's inexpensive.

Write For Samples—Free

**G. REIS & BRO.,**



Dept. B,

640 Broadway, New York.



**THEY FREELY ACKNOWLEDGE.**

No. 309.

Sparta, Ill.

"I consulted two physicians and both informed me that I was getting Cataract. I am 70 years of age and I can say that hundreds of dollars would not compensate me for the value your Ideal Sight Restorer has been to me."

No. 331.

Akron, Ohio.

"I am so grateful. I have long felt an acknowledgment was due you. I now make it in great gratitude."



No. 326.

Troy, N. Y.

"I give all the credit to the Restorer. I never use glasses in reading or writing from six in the morning till twelve at night. I am 57 years of age."

English, Spanish or German pamphlet mailed free.

ADDRESS

**THE IDEAL COMPANY,**  
239 Broadway, New York.

## PILDORAS NACIONALES Mexican National Pills.

MEXICANAS

Las Vende Ud?

Descuentos liberales á los Comerciantes.

Curan Resfriados y Calenturas en un día!

Son un Alimento Químico!

Producen Fuerzas Rápidamente!

Hacen Sangre Rica y Pura!

Despiertan un Saludable Apetito!

Excelentes Para Curar un Catarro!

Aquellos que las han experimentado las consideran como  
MARAVILLOSAS!

Precios: Un tubo \$0.50; Una docena de tubos \$5.00.

Las enviamos á cualquiera parte, por Correo  
FRANCO DE PORTE.

Compañía de las Píldoras Nacionales,

Apartado 2357,

Mexico, D. F.

Do You Sell Them?

Liberal Discount to Druggists.

They often cure Chills and Fever in one day!

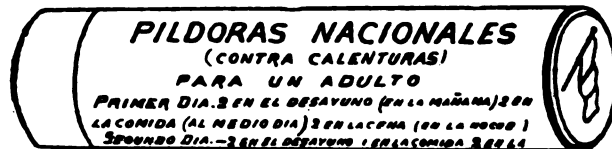
They are a chemical food!

They make strength rapidly!

They make good rich blood!

They make a good healthy appetite!

They will cure a cold!



They are considered by those that have tried them, as simply wonderful!

Price, \$0.50 a Tube; \$5.00 per Dozen Tubes.

We pay the mail and send them everywhere.

The National Pill Co., 62 William St., New-York; N. Y., U. S. A.



## Ligaduras de la Cruz Roja

De Catgut Y Seda

Los cirujanos mas distinguidos de los Estados Unidos recomiendan las Ligaduras de la Cruz Roja como las mas eficaces y las únicas en las cuales se puede tener entera confianza, pues se preparan de acuerdo con los principios mas estrictos de la antisepsia moderna. Las referidas Ligaduras de la Cruz Roja se fabrican de todos los tamaños del 1 al 6; van en sobres asépticos y se empañan en cajitas de doce ó de cien sobres. Especificuese siempre—Ligaduras de la Cruz Roja. Fabricadas exclusivamente por

### Johnson & Johnson

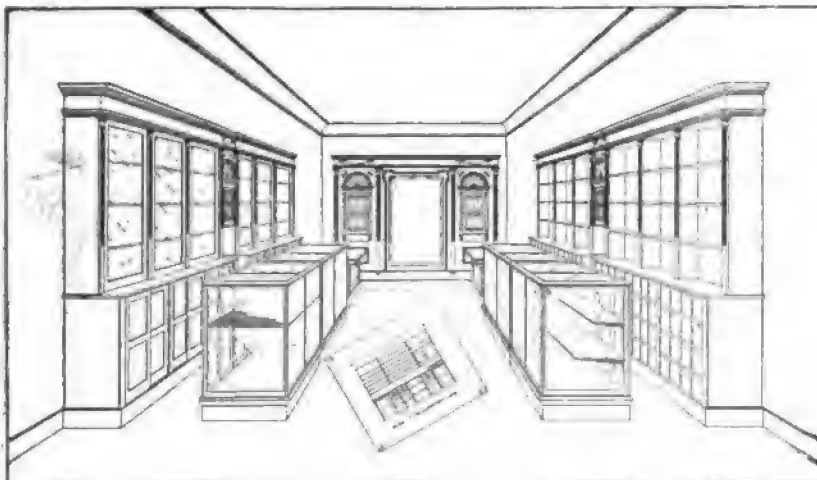
New Brunswick, N. J., E. U. de A.

Enviamos muestras—  
Ligaduras de la Cruz Roja—á solicitud de los interesados. Córtese este coupon y envíese con el nombre y la dirección del solicitante.

Nombre \_\_\_\_\_

Dirección \_\_\_\_\_

País \_\_\_\_\_



## Colonial Drug Outfit

Ready for Immediate Shipment, In Oak

CONSISTING OF

- 25 ft. Tincture Shelving,
- 25 ft. Patent Medicine Shelving,
- 10 ft. Prescription Case and Counter,
- 2 8-ft. and 110-ft. Combination Show Case
- 1 6-ft. Cigar Case,
- 2 6-ft. Counters.

Description and price cheerfully furnished upon application.

### Alexander H. Revell & Co.,

Manufacturers

Rees, Dayton, Eastman Streets and Hawthorne Ave.  
CHICAGO, ILL.



## ORIGINAL PACKAGE PRICES.

*It should be understood that the prices quoted in this column are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a considerable range of prices.*

## Drugs, Chemicals, &c.

|                                  |         |       |   |          |
|----------------------------------|---------|-------|---|----------|
| Acetic acid, pure.....           | lb.     | 30    | @ | 25       |
| Acetic Acid of Lime:             |         |       |   |          |
| Brown.....                       | 100 lb. | 1.80  | @ | 1.85     |
| Gray.....                        | 100 lb. | 2.35  | @ | 2.40     |
| Acetone.....                     | lb.     | .16   | @ | .16 1/2  |
| Acid:                            |         |       |   |          |
| Acetic Com'l.....                | 100 lb. | 2.80  | @ | 2.75     |
| Acetic C. P.....                 | lb.     | .31   | @ | .35      |
| Acetic, Glacial.....             | lb.     | .30   | @ | .33 1/2  |
| Aquaforis, 98.....               | lb.     | .069  | @ | .06 1/2  |
| Benzole, Eng.....                | lb.     | .38   | @ | .35      |
| Ger.....                         | oz.     | .10   | @ | .10 1/2  |
| Boric, Cryst.....                | lb.     | .10   | @ | .10 1/2  |
| powd.....                        | lb.     | .10   | @ | .10 1/2  |
| Carbol, cryst., blk.....         | lb.     | .12   | @ | .14      |
| lb. bottle.....                  | lb.     | .30   | @ | .27      |
| Chrysanthic.....                 | lb.     | 2.50  | @ | 2.85     |
| Citric, dom.....                 | lb.     | .38   | @ | .35 1/2  |
| Sicilian.....                    | lb.     | .38   | @ | .35 1/2  |
| Galle.....                       | lb.     | .55   | @ | .55      |
| Muriatic C. P.....               | lb.     | .07   | @ | .06      |
| Nitric C. P.....                 | lb.     | .09   | @ | .11 1/2  |
| Oxalic, English.....             | lb.     | .054  | @ | .05 1/2  |
| Pyrophoric.....                  | lb.     | .20   | @ | .21      |
| Picric.....                      | lb.     | .10   | @ | .10 1/2  |
| Pyrogallic.....                  | lb.     | .00   | @ | 1.70     |
| Salicylic.....                   | lb.     | .31   | @ | .34      |
| Sulphuric, 98.....               | lb.     | .04   | @ | .02      |
| Tartaric, crystals.....          | lb.     | .29   | @ | .29 1/2  |
| powdered.....                    | lb.     | .29   | @ | .29 1/2  |
| Tartaric, cryst.....             | lb.     | .25   | @ | .25      |
| Alcohol, 95.....                 | gal.    | 1.51  | @ | 1.53 1/2 |
| wood, 95-97.....                 | gal.    | 1.51  | @ | 1.53 1/2 |
| Alotin.....                      | lb.     | .45   | @ | .50      |
| Alum, Lump.....                  | 100 lb. | 1.75  | @ | 1.85     |
| Ground.....                      | 100 lb. | 1.85  | @ | 1.95     |
| Ammon, carb.....                 | lb.     | .375  | @ | .08 1/2  |
| bromide, bulk.....               | lb.     | .22   | @ | .40      |
| bromide, bulk.....               | lb.     | .45   | @ | 4.80     |
| Aniline Oil.....                 | lb.     | .69   | @ | .69 1/2  |
| Salt.....                        | lb.     | .69   | @ | .69 1/2  |
| Antipyrine (New).....            | oz.     | .08   | @ | .15      |
| Arrowroot, Bermuda.....          | lb.     | .38   | @ | .40      |
| St. Vincent, in bbl.....         | lb.     | .064  | @ | .08      |
| Arsenic of Red Saxon.....        | lb.     | .06   | @ | .07      |
| White.....                       | lb.     | .03   | @ | .05      |
| Balsam of Gilead Buda.....       | lb.     | .43   | @ | .44      |
| Balsam Copaliba, Cenk.....       | lb.     | .30   | @ | .35      |
| Amer.....                        | lb.     | .36   | @ | .37      |
| Para.....                        | lb.     | .36   | @ | .37      |
| Fir, Canada.....                 | gal.    | 1.10  | @ | 3.30     |
| Fir, Oregon.....                 | gal.    | 1.20  | @ | .80      |
| Peru.....                        | lb.     | 1.00  | @ | 1.05     |
| Tolu.....                        | lb.     | .30   | @ | .25      |
| Bast of Angostura.....           | lb.     | .35   | @ | .40      |
| Buckthorn.....                   | lb.     | .05   | @ | .05 1/2  |
| Cacaca Bag.....                  | lb.     | .06   | @ | .10      |
| Cacacilla.....                   | lb.     | .10   | @ | .14      |
| Cotton root.....                 | lb.     | .09   | @ | .11      |
| Cramp.....                       | lb.     | .09   | @ | .10      |
| Elem, select.....                | lb.     | .30   | @ | .25      |
| Elem, white.....                 | lb.     | .05   | @ | .06      |
| Elem, Ash.....                   | lb.     | .12   | @ | .15      |
| Sassafras.....                   | lb.     | .10   | @ | .15      |
| Soap-whole.....                  | lb.     | .05   | @ | .05 1/2  |
| Crushed.....                     | lb.     | .06   | @ | .06      |
| Wild Cherry.....                 | lb.     | .06   | @ | .10      |
| Bismuth, citrate.....            | lb.     | 2.80  | @ | 2.85     |
| ammon cit.....                   | lb.     | 2.80  | @ | 4.25     |
| subit.....                       | blk.    | 2.45  | @ | 1.50     |
| subit.....                       | blk.    | 2.45  | @ | 1.75     |
| subalgal.....                    | lb.     | 2.80  | @ | 2.55     |
| Bleaching Powder, Eng.....       | lb.     | .01   | @ | .01 1/2  |
| German E.....                    | lb.     | .01   | @ | .01 1/2  |
| Domestic.....                    | lb.     | .01   | @ | .01 1/2  |
| Blue Vitriol.....                | lb.     | .08   | @ | .08      |
| Borax, Redd.....                 | lb.     | .077  | @ | .07 1/2  |
| powd, conc.....                  | lb.     | .077  | @ | .08      |
| Cryst, Ash.....                  | lb.     | .077  | @ | .07 1/2  |
| Brimstone, Code 8d.....          | lb.     | 22    | @ | .08      |
| Bromine, bulk.....               | lb.     | .02   | @ | .08      |
| Burgundy Pitch.....              | lb.     | .02   | @ | .08      |
| Cacao Butter, blk.....           | lb.     | .38   | @ | .30      |
| 12 lb. boxes.....                | lb.     | .34   | @ | .36      |
| Caffeine.....                    | lb.     | 2.85  | @ | 2.75     |
| Calcium hypophosphite lb.....    | lb.     | .60   | @ | .64      |
| Cantharides, Chinese.....        | lb.     | .34   | @ | .35      |
| powd.....                        | lb.     | .34   | @ | .57 1/2  |
| Russian, whole.....              | lb.     | 1.25  | @ | 1.50     |
| Cassia Buda.....                 | lb.     | .30   | @ | .30 1/2  |
| Cantor Oil, No. 1, bbl.....      | lb.     | .103  | @ | .11 1/2  |
| No. 1, bbl.....                  | lb.     | .103  | @ | .11 1/2  |
| No. 2, bbl.....                  | lb.     | .103  | @ | .11 1/2  |
| No. 3, bbl.....                  | lb.     | .103  | @ | .10 1/2  |
| No. 3, cases.....                | lb.     | .10   | @ | .11      |
| Caustic Soda.....                | lb.     | 1.36  | @ | 1.75     |
| Chalk, Eng. Precip, bulk.....    | lb.     | 1.36  | @ | 1.75     |
| Chloral Hydrate, crystals.....   | lb.     | ...   | @ | .95      |
| crusts, blk.....                 | lb.     | ...   | @ | .95      |
| Chloroform, bulk.....            | lb.     | .35   | @ | .30      |
| Chinonidine Sulph.....           | oz.     | .12   | @ | .15      |
| Chlorine, Mariate.....           | oz.     | 3.50  | @ | 3.75     |
| Cocaine Sulph.....               | oz.     | 3.50  | @ | 3.40     |
| Code Liver Oil, Norweg, blk..... | 77.00   | @     |   | \$1.00   |
| Newfoundland.....                | gal.    | .70   | @ | .75      |
| Colocynth, Trieste.....          | lb.     | .33   | @ | .35      |
| Spanish.....                     | lb.     | .37   | @ | .38      |
| Coppersa, car lots.....          | 100 lb. | .474  | @ | .52      |
| single bbls.....                 | 100 lb. | .65   | @ | .80      |
| Cream Tartar, wood.....          | lb.     | .85   | @ | .90      |
| Cream Tartar blk.....            | lb.     | .85   | @ | .90      |
| Cubeb berries, xx.....           | lb.     | .08   | @ | .09      |
| Powdered.....                    | lb.     | .11   | @ | .13      |
| Cutch, bales.....                | lb.     | .075  | @ | .08      |
| boxes.....                       | lb.     | .05   | @ | .06 1/2  |
| Cuttle Bone, Trieste.....        | lb.     | .145  | @ | .15      |
| French.....                      | lb.     | .13   | @ | ...      |
| Jewellers' large.....            | lb.     | .70   | @ | .70      |
| Jewellers' small.....            | lb.     | .40   | @ | .45      |
| Dextrin.....                     | lb.     | .084  | @ | .05      |
| Divl Divl.....                   | ton.    | 30.00 | @ | 45.00    |
| Dragon's B'd, lump.....          | lb.     | .15   | @ | .18      |
| In reeds.....                    | lb.     | .50   | @ | .35      |
| Epsom Salts.....                 | 100 lb. | .85   | @ | 1.00     |
| Eryot, German.....               | lb.     | .41   | @ | .42      |
| Spanish.....                     | lb.     | .45   | @ | .45      |
| Flowers, Dom.....                | lb.     | 4.25  | @ | 5.00     |
| Flowers, Aralia.....             | lb.     | 3.00  | @ | 10 1/2   |
| Calendula.....                   | lb.     | .30   | @ | .33      |

**Flowers—cont'd.**

|                               |      |       |   |       |
|-------------------------------|------|-------|---|-------|
| Chamomile, Roman.....         | lb.  | .31   | @ | .25   |
| German.....                   | lb.  | .12   | @ | .15   |
| Hungarian.....                | lb.  | .10   | @ | .12   |
| Insect, open.....             | lb.  | .15   | @ | .17   |
| " closed.....                 | lb.  | .15   | @ | .17   |
| " closed.....                 | lb.  | .26   | @ | .30   |
| " Powder.....                 | lb.  | .14   | @ | .22   |
| Lavender.....                 | lb.  | .09   | @ | .10   |
| " Select.....                 | lb.  | .12   | @ | .18   |
| Saffron, Amer.....            | lb.  | .775  | @ | .80   |
| " Spanish Alicante.....       | lb.  | .475  | @ | .600  |
| " Valencia.....               | lb.  | 6.35  | @ | 7.00  |
| Formaldehyde.....             | lb.  | .185  | @ | .09   |
| Glauber Salt..... per 100 lb. | lb.  | 1.39  | @ | .06   |
| Glycerin, C. P. drums.....    | lb.  | .13   | @ | .134  |
| " cans.....                   | lb.  | .13   | @ | .134  |
| Grains of Paradise.....       | lb.  | .115  | @ | .15   |
| Guarana.....                  | lb.  | .55   | @ | .60   |
| Gums: Aloes, Cape.....        | lb.  | .09   | @ | .10   |
| " Barbados.....               | lb.  | .09   | @ | .10   |
| " Curacao.....                | lb.  | .06   | @ | .064  |
| " Socot.....                  | lb.  | .18   | @ | .30   |
| Arabic, 1st pkd.....          | lb.  | .35   | @ | .35   |
| " 2d pkd.....                 | lb.  | .19   | @ | .25   |
| " sorts.....                  | lb.  | .064  | @ | .11   |
| Asafoetida.....               | lb.  | .15   | @ | .30   |
| Bengal, Sumatra.....          | lb.  | .35   | @ | .35   |
| " Siam.....                   | lb.  | .30   | @ | 1.00  |
| Camphor, red'd. blik.....     | lb.  | .68   | @ | ..    |
| " cases.....                  | lb.  | .694  | @ | ..    |
| Chicle.....                   | lb.  | .36   | @ | .36   |
| Gamboge.....                  | lb.  | .775  | @ | .80   |
| Gumac.....                    | lb.  | .19   | @ | .35   |
| Kino.....                     | lb.  | .35   | @ | .35   |
| Mastic.....                   | lb.  | .45   | @ | .47   |
| Myrrh.....                    | lb.  | .32   | @ | .32   |
| Olibanum.....                 | lb.  | .06   | @ | .15   |
| Sandarac.....                 | lb.  | .14   | @ | .18   |
| " Senegal, pkd.....           | lb.  | .11   | @ | .12   |
| Tragacanth, Aleppo.....       | lb.  | .30   | @ | .60   |
| Tragacanth, Turkey.....       | lb.  | .80   | @ | .80   |
| Haarlem Oil.....              | lb.  | .180  | @ | 1.25  |
| Hypophosphite lime.....       | lb.  | .48   | @ | .50   |
| " potash.....                 | lb.  | .48   | @ | .50   |
| " soda.....                   | lb.  | .48   | @ | .50   |
| Ichthyol.....                 | lb.  | .40   | @ | 4.25  |
| Indigo.....                   | lb.  | .90   | @ | 4.25  |
| " Ind. Fwd. pure.....         | lb.  | .14   | @ | .25   |
| Iodine.....                   | lb.  | .35   | @ | .35   |
| Iodoform.....                 | lb.  | .440  | @ | 4.45  |
| Iron citrate, U. S. F.....    | lb.  | ..... | @ | .41   |
| " and ammon. citrate.....     | lb.  | ..... | @ | .38   |
| " (green scales).....         | lb.  | 1.31  | @ | 1.36  |
| " and quinine citrate.....    | lb.  | ..... | @ | .35   |
| " phosphoric scales.....      | lb.  | ..... | @ | .35   |
| " pyrophosphate scales.....   | lb.  | ..... | @ | .35   |
| " quinine and strychnine..... | lb.  | 1.80  | @ | 1.85  |
| " citrate.....                | lb.  | .75   | @ | .90   |
| " Isinglass, Amer.....        | lb.  | 4.00  | @ | 4.10  |
| " Russian.....                | lb.  | .084  | @ | .024  |
| Juniper Berries.....          | lb.  | .09   | @ | .10   |
| " Leaves.....                 | lb.  | .09   | @ | .10   |
| " Belladonna.....             | lb.  | .14   | @ | .16   |
| " long.....                   | lb.  | .50   | @ | .55   |
| Cannabis Indica, tops.....    | lb.  | 1.00  | @ | ..... |
| Coca, Truxillo.....           | lb.  | .18   | @ | .35   |
| Coca, Guanoaco.....           | lb.  | .38   | @ | .35   |
| " Panama.....                 | lb.  | .034  | @ | .09   |
| " Digitalis.....              | lb.  | .084  | @ | .09   |
| " Grindelia robusta.....      | lb.  | .08   | @ | .09   |
| " Horehound.....              | lb.  | .044  | @ | .06   |
| " Hyoscyamus.....             | lb.  | .07   | @ | .08   |
| " Jaborandi.....              | lb.  | .14   | @ | .15   |
| " Pulsatilla.....             | lb.  | .074  | @ | .11   |
| " Scilla.....                 | lb.  | .17   | @ | .20   |
| " Sassa, pkd, white.....      | lb.  | .17   | @ | .20   |
| " Alexandria, natural.....    | lb.  | .10   | @ | .11   |
| " garished and sifted.....    | lb.  | .15   | @ | .16   |
| " Tinnevely.....              | lb.  | .064  | @ | .14   |
| " Alexandria, siftings.....   | lb.  | .054  | @ | .08   |
| " Stramonium.....             | lb.  | .08   | @ | .084  |
| " Iodine.....                 | lb.  | .084  | @ | .084  |
| " Yerba Santon.....           | lb.  | .084  | @ | .084  |
| Liquorice—mass.....           | lb.  | .03   | @ | .10   |
| Spanish.....                  | lb.  | .14   | @ | .30   |
| Imported mass Spanish.....    | lb.  | .18   | @ | .24   |
| " Stick, Calabria.....        | lb.  | .23   | @ | .25   |
| " Domestic.....               | lb.  | .184  | @ | .254  |
| " Lithia, carbonate.....      | lb.  | 1.15  | @ | 1.40  |
| " citrate.....                | lb.  | 1.15  | @ | 1.25  |
| Lupulin, Gerb.....            | lb.  | .18   | @ | .25   |
| Lycopodium.....               | lb.  | .56   | @ | .65   |
| Magnesia, carb.....           | lb.  | .12   | @ | .15   |
| Manna, large flk.....         | lb.  | .45   | @ | .50   |
| Manna, small flk.....         | lb.  | ..... | @ | .36   |
| Mentha Japanese.....          | lb.  | 3.00  | @ | 3.50  |
| Mercurial.....                | lb.  | ..... | @ | ..... |
| " Blue Pill.....              | lb.  | .43   | @ | .45   |
| " Calomel.....                | lb.  | .77   | @ | .79   |
| " Corr. Sublim.....           | lb.  | .68   | @ | .80   |
| " Mercury and Chalk.....      | lb.  | .33   | @ | .34   |
| " Ointment, 1/4.....          | lb.  | .47   | @ | .48   |
| " Ointment, 1/2.....          | lb.  | .33   | @ | .33   |
| " Rascip.....                 | lb.  | .37   | @ | .39   |
| " White.....                  | lb.  | .92   | @ | .94   |
| Morphine, bulk.....           | oz.  | 2.25  | @ | 2.50  |
| " Eighth.....                 | oz.  | 2.45  | @ | 2.50  |
| Moss, Iceland.....            | lb.  | .05   | @ | .06   |
| " Irish.....                  | lb.  | .064  | @ | .08   |
| Naphal, bleached.....         | lb.  | .094  | @ | .10   |
| Narc, carbolic, flake.....    | lb.  | .02   | @ | .084  |
| " Ball.....                   | lb.  | .07   | @ | .07   |
| Nux Vomica.....               | lb.  | .024  | @ | .03   |
| Nutgalla, Aleppo.....         | lb.  | .19   | @ | .30   |
| Oil, Anise.....               | lb.  | 1.124 | @ | 1.15  |
| " Almonds, bit, Eng.....      | lb.  | 5.50  | @ | 5.75  |
| " French.....                 | lb.  | 3.35  | @ | 3.60  |
| " Bical.....                  | lb.  | .35   | @ | 1.30  |
| " sweet, true.....            | lb.  | .37   | @ | .40   |
| " Peach kernels.....          | lb.  | .19   | @ | .22   |
| Bay.....                      | lb.  | 2.25  | @ | 2.60  |
| " 22 oz. bots.....            | bot. | 3.25  | @ | 3.35  |
| Bergamot.....                 | lb.  | 2.10  | @ | 2.25  |
| Calajput.....                 | oz.  | .50   | @ | .52   |
| Camphor.....                  | lb.  | .12   | @ | .18   |
| Cassia.....                   | lb.  | 1.15  | @ | 1.18  |
| " Cassia 5% or 30%.....       | lb.  | .774  | @ | .85   |
| Cedar, pure.....              | lb.  | .65   | @ | .70   |

## Oils—cont'd.

|                           |               |       |          |        |
|---------------------------|---------------|-------|----------|--------|
| red.                      | lb.           | .30   | @ .25    |        |
| Citronella.               | lb.           | .49   | @ .45    |        |
| Clove, bud.               | lb.           | .60   | @ .82    |        |
| Copaiba.                  | lb.           | .65   | @ .80    |        |
| Coriander.                | lb.           | 5.00  | @ 11.00  |        |
| Croton.                   | lb.           | .75   | @ .85    |        |
| Cubeb.                    | lb.           | .85   | @ .90    |        |
| Eucalyptus.               | lb.           | .80   | @ .80    |        |
| Geranium.                 | lb.           | 1.80  | @ 4.75   |        |
| Lavender, flowers.        | lb.           | 2.00  | @ 2.25   |        |
| Lemon.                    | lb.           | .37   | @ .66    |        |
| Lemongrass.               | lb.           | 3.00  | @ 3.50   |        |
| Mustard.                  | lb.           | 4.25  | @ 5.50   |        |
| Myrrane.                  | lb.           | 1.00  | @ 1.00   |        |
| Nutmeg.                   | lb.           | 45.00 | @ 250.00 |        |
| Nutmeg.                   | lb.           | .80   | @ .90    |        |
| Orange, sweet.            | lb.           | 1.80  | @ 1.95   |        |
| Orange, bitter.           | lb.           | 2.00  | @ 2.50   |        |
| Origanum.                 | lb.           | .18   | @ .22    |        |
| Pennyroyal.               | lb.           | 1.15  | @ 1.25   |        |
| Peppermint.               | lb.           | 2.30  | @ 4.50   |        |
| Petit, grain.             | French.       | 4.00  | @ 4.00   |        |
|                           | So. Amer.     | 1.80  | @ 1.80   |        |
| Pimento.                  | lb.           | 3.80  | @ 1.95   |        |
| Rose.                     | oz.           | 1.50  | @ 1.50   |        |
| Rosemary.                 | lb.           | .62   | @ .80    |        |
| Sandalwood.               | lb.           | .32   | @ 3.50   |        |
| Sassafras.                | lb.           | .60   | @ .55    |        |
| Sassafras.                | Artificial.   | lb.   | .36      | @ .36  |
| Saffrol.                  | lb.           | .36   | @ .36    |        |
| Spearmint.                | lb.           | 4.75  | @ 5.00   |        |
| Tansy.                    | lb.           | 3.75  | @ 4.00   |        |
| Thyme.                    | lb.           | 1.00  | @ 1.20   |        |
| Winter'n, sweet birch.    | lb.           | 1.85  | @ 1.85   |        |
|                           | Synthetic.    | lb.   | .87      | @ .40  |
| Wood (Chinese).           | lb.           | .60   | @ .60    |        |
| Wormwood.                 | lb.           | .35   | @ 3.50   |        |
| Wormseed.                 | lb.           | 3.00  | @ 3.25   |        |
| Optum, Nat.               | cases.        | lb.   | 3.30     | @ 3.35 |
| " Ordinary.               | Job.          | lb.   | 3.35     | @ 3.35 |
| " bing.                   | lb.           | 3.85  | @ 3.70   |        |
| " powdered.               | lb.           | 3.65  | @ 3.70   |        |
| Orange peel, bit.         | lb.           | .08   | @ .04    |        |
| Petrolatum.               | lb.           | .06   | @ .06    |        |
| Phenasetine.              | oz.           | .08   | @ .08    |        |
| Potassium acetate.        | lb.           | .17   | @ .18    |        |
| " bromide.                | lb.           | .17   | @ .30    |        |
| bottles.                  | lb.           | .33   | @ .30    |        |
| bichromate.               | oz.           | .08   | @ .08    |        |
| chlorate.                 | oz.           | .08   | @ .08    |        |
| powd.                     | oz.           | .08   | @ .08    |        |
| cyanide.                  | lb.           | .21   | @ .23    |        |
| " hypophosphite.          | lb.           | .60   | @ .64    |        |
| iodide bulk.              | lb.           | 3.15  | @ 3.20   |        |
| permananganate.           | lb.           | .09   | @ .10    |        |
| Prickly Ash berries.      | lb.           | .14   | @ .16    |        |
| Quackberry bark.          | lb.           | .35   | @ .35    |        |
| Quinine Sulph., Domestic. | oz.           | .30   | @ .35    |        |
| bulk.                     | oz.           | .30   | @ .35    |        |
| Domestic, oza.            | oz.           | .25   | @ .25    |        |
| German, bulk.             | oz.           | .30   | @ .35    |        |
| German, outside.          | oz.           | .19   | @ .30    |        |
| Java, bulk.               | oz.           | .19   | @ .19    |        |
| Rochelle Salts.           | lb.           | .32   | @ .32    |        |
| Road Conic.               | lb.           | .08   | @ .08    |        |
| Akanet.                   | lb.           | .08   | @ .08    |        |
| Althea, cut.              | lb.           | .17   | @ .18    |        |
| Arnica.                   | lb.           | .08   | @ .09    |        |
| Belladonna, Atropa.       | lb.           | .10   | @ .12    |        |
| Blood.                    | lb.           | .10   | @ .12    |        |
| Calamus.                  | lb.           | .07   | @ .08    |        |
| Camphor, bleached.        | lb.           | .32   | @ .32    |        |
| Colchicum.                | lb.           | .12   | @ .13    |        |
| Calumba.                  | lb.           | .04   | @ .06    |        |
| Dandelion, Ger.           | lb.           | .07   | @ .08    |        |
| Galangal.                 | lb.           | .05   | @ .05    |        |
| Gentian.                  | lb.           | .04   | @ .04    |        |
| Ginger, Ja., Bied.        | lb.           | .11   | @ .14    |        |
| Root, Szechuan.           | lb.           | .32   | @ .32    |        |
| Ginseng.                  | lb.           | .625  | @ 7.75   |        |
| Golden Seal.              | lb.           | 1.30  | @ .02    |        |
| Hellebore, pwd.           | lb.           | .06   | @ .07    |        |
| Hellonias.                | lb.           | .42   | @ .45    |        |
| Ipecac, Rio.              | lb.           | 1.75  | @ 1.80   |        |
| Carthagena.               | lb.           | 1.75  | @ 1.80   |        |
| Jalap.                    | lb.           | .25   | @ .11    |        |
| Kava Kava.                | lb.           | .10   | @ .10    |        |
| Liquorice, ord.           | lb.           | .08   | @ .04    |        |
| Select.                   | lb.           | .06   | @ .11    |        |
| Lovage.                   | lb.           | .45   | @ .85    |        |
| Mandrake.                 | lb.           | .01   | @ .05    |        |
| Musk, Russian.            | lb.           | .12   | @ .13    |        |
| Orris, Florentine.        | lb.           | .07   | @ .08    |        |
| Onion, Verona.            | lb.           | .10   | @ .10    |        |
| Pariera Brava.            | lb.           | .10   | @ .11    |        |
| Pink.                     | lb.           | .27   | @ .30    |        |
| Rhatany.                  | lb.           | .12   | @ .13    |        |
| Rhub., Canton.            | lb.           | .35   | @ .40    |        |
| Shensi.                   | lb.           | .65   | @ .70    |        |
| Sars'pa, Hong.            | lb.           | .35   | @ .30    |        |
| Sassafras.                | lb.           | .15   | @ .12    |        |
| Senega.                   | lb.           | .63   | @ .65    |        |
| Serpentaria.              | lb.           | .37   | @ .39    |        |
| Snauke, Canada.           | lb.           | 1.15  | @ .20    |        |
| Stripped.                 | lb.           | .39   | @ .43    |        |
| Squill.                   | lb.           | .04   | @ .04    |        |
| Valerian, Belg.           | lb.           | .06   | @ .06    |        |
| Gen. Eng.                 | lb.           | .12   | @ .14    |        |
| English.                  | lb.           | .12   | @ .12    |        |
| Sallcine.                 | lb.           | 3.75  | @ 4.00   |        |
| Sal Ammon, lump.          | lb.           | .09   | @ .09    |        |
| Granulated.               | lb.           | .05   | @ .06    |        |
| Sal Soda, Eng.            | 100 lb.       | .57   | @ .72    |        |
| American.                 | 100 lb.       | .75   | @ .80    |        |
| Sassafras.                | lb.           | .30   | @ .30    |        |
| Saltpetre, crude.         | lb.           | .05   | @ .04    |        |
| Refined.                  | lb.           | .04   | @ .05    |        |
| Santonin, crystals.       | lb.           | 9.95  | @ 9.00   |        |
| Powdered.                 | lb.           | 8.15  | @ 9.20   |        |
| Saw Palmetto Berries.     | lb.           | .15   | @ .20    |        |
| Seed, Anise Ital.         | lb.           | .08   | @ .10    |        |
| Starman.                  | lb.           | .05   | @ .06    |        |
| Starman.                  | lb.           | .20   | @ .21    |        |
| Canary, Smyrna.           | lb.           | .05   | @ .05    |        |
| Sicily.                   | lb.           | .06   | @ .06    |        |
| Caraway.                  | lb.           | .06   | @ .06    |        |
| Celery.                   | lb.           | .01   | @ .01    |        |
| Cardam'm blchd.           | lb.           | .30   | @ .20    |        |
| Colchicid.                | lb.           | .30   | @ .31    |        |
| Colchicid.                | Decorticated. | lb.   | .30      | @ .31  |
| Coriander.                | lb.           | .07   | @ .07    |        |

## Seeds—cont'd.

|                                     |        |     |     |
|-------------------------------------|--------|-----|-----|
| Bleached                            | lb     | 10  | 104 |
| Cumlin                              | lb     | 105 | 107 |
| Fennel, Ger.                        | lb     | 10  | 10  |
| Italian                             | lb     | 15  | 125 |
| Flax, whole                         | lb     | 10  | 10  |
| ground                              | lb     | 105 | 105 |
| Foenugreek                          | lb     | 105 | 105 |
| Hemp, Rus.                          | lb     | 10  | 105 |
| Millet, nat.                        | lb     | 102 | 105 |
| shid.                               | lb     | 104 | 105 |
| Mustard, Cal. brown                 | lb     | 104 | 105 |
| Trieste, brown                      | lb     | 105 | 105 |
| Rus. brown                          | lb     | 104 | 105 |
| German, brown                       | lb     | 105 | 105 |
| Western, brown                      | lb     | 105 | 105 |
| Cal. yellow                         | lb     | 104 | 105 |
| Eng. yellow                         | lb     | 105 | 105 |
| Ger. yellow                         | lb     | 105 | 105 |
| Poppy, blue                         | lb     | 104 | 105 |
| Quince, Ger.                        | lb     | 105 | 105 |
| Rape, Ger.                          | lb     | 105 | 105 |
| Amer.                               | lb     | 104 | 105 |
| Strophanthus                        | lb     | 105 | 105 |
| Kombé                               | lb     | 105 | 105 |
| Sunflower                           | lb     | 105 | 105 |
| Wormseed, American                  | lb     | 105 | 105 |
| Santal, Levant                      | lb     | 105 | 105 |
| Sedilits, Mixture                   | lb     | 105 | 105 |
| Silver, Nitrate                     | oz     | 105 | 105 |
| Soap, Castile, Mars., mottled, pur. | lb     | 105 | 105 |
| Soap, Castile, white                | lb     | 105 | 105 |
| green                               | lb     | 105 | 105 |
| Milecia                             | lb     | 105 | 105 |
| Sodium bicarb., Eng.                | lb     | 157 | 175 |
| domestic                            | 100 lb | 150 | 175 |
| benzoate                            | lb     | 40  | 11  |
| brom. bik.                          | lb     | 30  | 21  |
| caro. cryst.                        | 100 lb | 180 | 175 |
| citrate                             | lb     | 150 | 175 |
| hypophosphite                       | lb     | 150 | 175 |
| hydride                             | lb     | 150 | 175 |
| nitrate                             | 100 lb | 150 | 175 |
| phosphate                           | lb     | 150 | 175 |
| salicylate                          | lb     | 150 | 175 |
| Spermaceti                          | lb     | 35  | 27  |
| Spta. Nitre, U. S. F.               | lb     | 45  | 25  |
| Spta. Antonia Aromat.               | lb     | 45  | 25  |
| Straw, white                        | lb     | 105 | 105 |
| Stromium, Nitrate                   | lb     | 105 | 105 |
| Strychnine, Sulph.                  | oz     | 35  | 105 |
| Sugar of Milk                       | lb     | 15  | 37  |
| Sugar, Lead, white                  | lb     | 105 | 105 |
| brown                               | lb     | 105 | 105 |
| Sulphur, Roll                       | lb     | 15  | 15  |
| Milecia                             | lb     | 15  | 15  |
| Sulphuric Ether                     | lb     | 25  | 25  |
| Sumac, Sicily                       | ton    | 45  | 105 |
| Virginia                            | ton    | 35  | 105 |
| Tar, Barbadoes                      | gal    | 15  | 25  |
| Thymol                              | lb     | 175 | 175 |
| Tonks B's, Pars.                    | lb     | 15  | 15  |
| Sulnam                              | lb     | 15  | 15  |
| Turmeric                            | gal    | 105 | 105 |
| Turpentine                          | gal    | 75  | 75  |
| Vanilla Beans                       | lb     | 175 | 175 |
| Cut. Mex.                           | lb     | 175 | 175 |
| Tahiti                              | lb     | 175 | 175 |
| Bourbon                             | lb     | 175 | 175 |
| Vanillin                            | oz     | 34  | 34  |
| Venice Turpe, bbls.                 | lb     | 14  | 17  |
| cans                                | lb     | 19  | 20  |
| Wax, Bayberry                       | lb     | 40  | 45  |
| Bees, ord. pur.                     | lb     | 25  | 25  |
| sel.                                | lb     | 25  | 25  |
| Brazil, No. 1                       | lb     | 40  | 45  |
| No. 2                               | lb     | 40  | 45  |
| No. 3                               | lb     | 40  | 45  |
| Ceresin, yel.                       | lb     | 14  | 15  |
| white                               | lb     | 15  | 20  |
| Japan                               | lb     | 15  | 20  |
| Paraffin                            | lb     | 15  | 20  |
| Zinc Oxide                          | lb     | 105 | 105 |

## Heavy Oils, &c.

|                        |     |     |     |
|------------------------|-----|-----|-----|
| Bank, Menhaden         | gal | 105 | 105 |
| Cocoonat, Ceylon       | lb  | 105 | 105 |
| Cochin                 | lb  | 105 | 105 |
| Cuban                  | lb  | 105 | 105 |
| Od, Domestic           | gal | 105 | 105 |
| Newfoundland           | gal | 105 | 105 |
| Corn                   | 200 | 105 | 105 |
| Cottonseed, ord. prime | 100 | 105 | 105 |
| Summer Yellow, prime   | 100 | 105 | 105 |
| New crop deliveries    | 25  | 105 | 105 |
| Old, of grade          | 25  | 105 | 105 |
| white, Winter          | 25  | 105 | 105 |
| Winter Yellow, prime   | 25  | 105 | 105 |
| Salad Oil              | 25  | 105 | 105 |
| Gasoline, 85°          | gal | 14  | 14  |
| 88°                    | gal | 14  | 14  |
| 90°                    | gal | 14  | 14  |
| Lard, Prime            | gal | 18  | 18  |
| Lard, Extra No. 1      | gal | 18  | 18  |
| Lard, No. 1            | gal | 18  | 18  |
| Lined, New City        | gal | 18  | 18  |
| Belled                 | gal | 18  | 18  |
| Naphtha, 62°           | gal | 15  | 15  |
| Deodorized, 70°        | gal | 15  | 15  |
| Neatsfoot, prm.        | gal | 58  | 60  |
| White                  | gal | 58  | 60  |
| Olive Oil, tap         | tin | 150 | 175 |
| Cord, bbls.            | tin | 150 | 175 |
| Palm, prm. L'gona      | lb  | 15  | 15  |
| Peanut                 | lb  | 40  | 45  |
| Rapeseed               | gal | 18  | 18  |
| Red Elaine             | gal | 67  | 71  |
| Saponified             | lb  | 105 | 105 |
| Salad Oil              | gal | 48  | 48  |
| Seam                   | gal | 55  | 60  |
| Sperm, Crude           | gal | 62  | 65  |
| Nat. Win.              | gal | 62  | 65  |
| Bich. Win.             | gal | 64  | 68  |
| Straits                | gal | 62  | 63  |
| Tallow, prime          | gal | 62  | 62  |
| Whale Crude            | gal | 48  | 48  |
| Crude, Nat. Win.       | gal | 48  | 48  |
| Belled, Nat. Win.      | gal | 48  | 48  |
| Extra blch.            | gal | 64  | 68  |

## Prices Current.

The outside prices quoted are for such quantities as retailers usually purchase. When purchasing original packages the inside quotations should be expected, while a slight advance over the outside quotations given may be demanded for very small lots. Current commercial quality is understood unless otherwise indicated. For extra quality or for specified makes a slightly higher price will have to be paid.

Corrected to October 31

|  |      |       |
|--|------|-------|
| Acetanilid, 5 lbs., 28.                | lb.  | 30-32 |
| Acetone, lb., 22; Medicinal.           | lb.  | 85    |
| Acid, Acetic, U. S. P., carboys, 6.    | lbs. | 8-9   |
| No. 2, carboy, 5; lb., 7; Glacial, lb. | lb.  | 28-30 |
| Arsenic, fused, lb., 18.               | ozs. | 8     |
| Benzole, English, 50-oz. boxes, 10.    | ozs. | 13-16 |
| Benzole, from Toluol, lbs., 53.        | ozs. | 11-13 |
| Boric, crystals, 25 lbs., 14.          | lb.  | 15    |
| Boric, P. O., 25 lbs., 14.             | lb.  | 15    |
| Cacodylic, lbs., 14.                   | ozs. | 4.00  |
| Camphoric                              | ozs. | 50    |
| Carbolic crystals, 10 lbs., 22.        | lb.  | 23-27 |
| Calvert's No. 1, lb., 1.95; No. 2, lb. | lb.  | 1.40  |
| Solution, 10 gals., 45.                | gal. | 50    |
| Chromic, lb., 55.                      | ozs. | 11    |
| Chrysophanic, 1-oz. cartons.           | ozs. | 21-23 |
| Cinnamic                               | ozs. | 35-40 |
| Citric, crystals, 10 lbs., 39.         | lb.  | 40-42 |
| Gallic, lbs., 70.                      | ozs. | 9     |
| Hydrochloric, carboys, 24.             | lb.  | 4-5   |
| O. P.                                  | lb.  | 11-13 |
| Hydrocyanic, dil., lbs., 30.           | ozs. | 10    |
| Hydrobromic, dil., lbs., 28.           | ozs. | 10    |
| Hypophosphorus, 50 per cent. sol., lb. | lb.  | 1.25  |
| Lactic, concentr., lbs., 70.           | ozs. | 14    |
| Nitric, carboys, 5 lbs., 3; O. P.      | lb.  | 12    |
| Oleic, purified, U. S. P.              | lb.  | 40    |
| Oxalic, 10 lbs., 9.                    | lb.  | 10-12 |
| Phosphoric, glacial, lbs.              | lb.  | 55    |
| U. S. P., 25 per cent. syrupy, lb.     | lb.  | 33-35 |
| Picric                                 | lb.  | 55    |
| Pyrogalllic, lbs., 2.35.               | ozs. | 24    |
| Pyroligneous, pure                     | lb.  | 30    |
| Sulleylic, white, 10 lbs., 40.         | lb.  | 42-44 |
| Stearic, hard.                         | lb.  | 18    |
| Succinic                               | ozs. | 27    |
| Sulphuric, carboys, 2.                 | lb.  | 4     |
| O. P., carboys, 10.                    | lb.  | 12    |
| Sulphurous                             | ozs. | 10    |
| Tannic, lbs., 85.                      | ozs. | 11-14 |
| Tartaric, powdered, 10 lbs., 34.       | lb.  | 35-38 |
| Valerianic                             | ozs. | 20    |
| Aconitine, Amorphous, 1 ozs.           | ozs. | 1.40  |
| Adeps Lammæ, B. J. D.                  | lb.  | 28    |
| Admephria, solution.                   | ozs. | 60    |
| Adonidin, 15-gr. vials.                | gr.  | 15    |
| Agaric, 15-gr. vials, each, 10.        | ozs. | 90    |
| Agaric, white.                         | lb.  | 40    |
| Agathin                                | ozs. | 3.25  |

|   |        |           |
|---|--------|-----------|
| Agurin                                    | ozs.   | 1.70      |
| Airol, ozs.                               | ozs.   | 1.00      |
| Albumen, Egg                              | lb.    | 70        |
| Alcohol, 10 gals., 2.70.                  | gal.   | 2.80-2.85 |
| Alcohol, Columbia Spirit, 10 gals., 1.35. | gal.   | 1.50      |
| Cologne Spirit, 10 gals., 2.75.           | gal.   | 2.85      |
| Wood, 10 gals., .80.                      | gal.   | .85-90    |
| Alissarin                                 | ozs.   | 15        |
| Allspice, 10 lbs., 11.                    | lb.    | 12        |
| powdered, 5 lbs., 18.                     | lb.    | 20        |
| Almonds, bitter, shelled.                 | lb.    | 40        |
| Sweet, shelled.                           | lb.    | 35        |
| Almond Meal, true, 10 lbs., 45.           | lb.    | 50        |
| Alolin, lb., 55.                          | ozs.   | 6-8       |
| Alpha-Eucaine                             | ozs.   | 2.50      |
| Alphonose                                 | ozs.   | 4.50      |
| Alum, cryst., bbls., 24.                  | lb.    | 3-4       |
| powdered, bbls., 34.                      | lb.    | 6-8       |
| burnt, 10 lbs., 10.                       | lb.    | 12-14     |
| Aluminum, Acetate.                        | ozs.   | 15        |
| Sulphate, lb., 10; Wire.                  | lb.    | 2.25      |
| Alumol                                    | ozs.   | 50        |
| Amber, rasped.                            | ozs.   | 35        |
| Ambergris, gray, oz., \$30.00.            | gram.  | 4.00      |
| Ammonia (See Water and Spirit.)           |        |           |
| Ammonium, Bromide, 5-lb. bot., 35.        | lb.    | 40        |
| Carbonate, 25 lbs., 10.                   | lb.    | 12-14     |
| Iodide, lbs., 6.15.                       | ozs.   | 47        |
| Muriate, gran. com.                       | lb.    | 10        |
| purified, lb., 17; powdered.              | lb.    | 18        |
| Salammoniac, muriate, cryst.              | lb.    | 12-14     |
| Nitrate, crystals, 10 lbs., 22.           | lb.    | 25        |
| Valerianate, lb., 1.50.                   | ozs.   | 15-22     |
| Ammonol                                   | ozs.   | 1.05      |
| Amygdalin, 1-oz. vials.                   | ozs.   | 2.40      |
| Amyl, Nitrite.                            | ozs.   | 35        |
| Amylene, Hydrate.                         | ozs.   | 49        |
| Anæsthesin                                | ozs.   | 1.00      |
| Aniline, Red, crystals                    | lb.    | 1.25      |
| Black                                     | lb.    | .75       |
| Crystals for ink.                         | lb.    | 1.50      |
| Blue, Deep, No. 1.                        | lb.    | 2.00      |
| Sol., reddish, No. 1.                     | lb.    | 2.50      |
| Crimson                                   | lb.    | 1.50      |
| Brown, Bismarck.                          | lb.    | 1.25      |
| soluble                                   | lb.    | 1.00      |
| Green, crystals.                          | lb.    | 1.50      |
| Orange                                    | lb.    | 1.00      |
| Purple, B. B.                             | lb.    | 1.75      |
| Scarlet, lb. 1.50.                        | Yellow | lb. 1.25  |
| Anatto                                    | lb.    | 45-50     |
| Anodyne, Hoffman's.                       | lb.    | 60        |
| U. S. P.                                  | lb.    | 88        |
| Anthrax Vaccine, "Pasteur," double        | ozs.   | 18.00     |
| tubes.                                    | ozs.   | 1.65      |
| Antiarthrin                               | ozs.   | 1.00      |
| Antikamnia, powdered or tablets.          | ozs.   | 1.00      |
| Combination tablets.                      | ozs.   | 1.00      |
| 10-oz. lots, assorted to order.           | ozs.   | 9.25      |
| Tablets, "vest-pocket boxes"              | ozs.   | 1.75      |
| In 1 gross lots, 5 per cent. discount.    |        |           |
| Antimony Sulphuret, powd., pure.          | lb.    | 17-20     |
| 10 lbs., 16.                              | lb.    | 17-20     |
| Antimosine                                | ozs.   | 2.10      |

|   |                |       |
|---|----------------|-------|
| Antiphthisin, Klebs', 15-Cc. vials, ea.                       | ea.            | 2.75  |
| Antipyretic Liquid, Tilden's.                                 | dos.           | 2.50  |
| Antipyrine, Dr. Knorr's.                                      | ozs.           | 21    |
| New Grade.  | ozs.           | 20    |
| Antistreptococcal Serum (Veterinary), "Pasteur," 10-Cc. vial. | dos.           | 9.00  |
| Antitetanic Serum (Veterinary), "Pasteur," 10-Cc. vial.       | dos.           | 9.00  |
| Antithyroidin, 10-Cc. vials.                                  | ea.            | 1.50  |
| Antitoxin, Diphtheria, Stearns':                              |                |       |
| No. 0, per 500 units.   |                | 1.10  |
| No. 1, per 1,000 units.                                       |                | 1.05  |
| No. 2, per 2,000 units.                                       |                | 1.80  |
| No. 3, per 3,000 units.                                       |                | 2.40  |
| No. 4, per 4,000 units.                                       |                | 2.50  |
| Antivom, Ritsert, Pills, 30 ea.                               | dos.           | 9.50  |
| Apioi, Fluid Green.   | ozs.           | 38    |
| Capsules, Joret's.  | dos.           | 6.25  |
| Apolysin  | ozs.           | 65    |
| Apomorphine, Hydrochlor. Cryst.                               | ozs.           | 7.50  |
| " " Amorphous.  | ozs.           | 2.90  |
| Areca, Nuts, powd.  | lb.            | 25-28 |
| Argentamine   | ozs.           | 75    |
| Argols, Red, powdered.  | lb.            | 13    |
| Argonin   | ozs.           | 65    |
| Aristol, 25 ozs., 1.65.                                       | ozs.           | 1.80  |
| Aristochin, ozs.  | ozs.           | 2.20  |
| " " " "   | ozs.           | 2.25  |
| Arrowroot, Bermuda, true.                                     | None in market |       |
| St. Vincent, 30 lbs., 14.                                     | lb.            | 15    |
| Taylor's, 4-lb., 24 lbs., 28.                                 | lb.            | 33    |
| Arsenaurol, 1-oz. bots.                                       | dos.           | 2.50  |
| Arsenic, Donovan's Sol.                                       | lb.            | 2.50  |
| Fowler's Sol.   | lb.            | 14    |
| White   | lb.            | 13    |
| Aspirin, 50 ozs., 35.   | ozs.           | 43    |
| Atropin, Sulph., 1-oz.  | ozs.           | 5.05  |
| Balsam, Copaiba, Para, 5 lbs., 45.                            | lb.            | 47-50 |
| Fir, Canada.  | lb.            | 50-55 |
| Oregon  | lb.            | 35-50 |
| Peru  | lb.            | 1.25  |
| Tolu, 10-lb. can, 33.   | lb.            | 35    |
| Barbadoes Tar.  | gal.           | 60    |
| Barium, Acetate.  | ozs.           | 15    |
| Carbonate   | lb.            | 40    |
| Chloride  | lb.            | 17    |
| Nitrate   | lb.            | 15    |
| Oxide, pure   | ozs.           | 10    |
| Bark, Angostura.  | lb.            | 55    |
| Barberry  | lb.            | 38    |
| Berberis Aquifol.   | lb.            | 30    |
| Buckhorn  | lb.            | 18    |
| Canella   | lb.            | 30    |
| Cascara, Sagrada  | lb.            | 20-25 |
| Cascarilla, select.   | lb.            | 25    |
| Cassia, in mats.  | lb.            | 14    |
| Saigon  | lb.            | 65    |
| Cinchona, Red, E. I.  | lb.            | 35    |
| powdered, 10 lbs., 33.  | lb.            | 33-35 |
| Cinchona Calisaya.  | lb.            | 35    |
| powdered  | lb.            | 40    |
| pale, lb., 20; powdered.                                      | lb.            | 35    |
| Cinnamon, Ceylon  | lb.            | 35    |



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**BOUILLON CAPSULES**

Delicious BOUILLON OR  
BEEF TEA at a  
trifling cost per portion.

All the Customer has to do is to drop a Capsule in a cup of boiling water and serve.  
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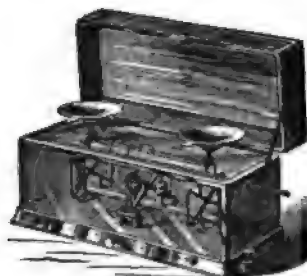
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Nueva York, E. U. A.

|  |   |  |
|--|---|--|
| Mark, Condurango.....lb. .25                     | Breast Tea, 5 lbs. .25.....lb. .27-30                 | Colchicine, cryst., 15-gr. vials...grain. .14        |
| Elm, selected.....lb. .30-35                     | Brimstone Roll, bbls., 24.....lb. .4-5                | Collodion.....lb. .77                                |
| ground, 10 lbs., 18.....lb. .22                  | Bromine.....oz. .12                                   | Cantharidal.....lb. 2.00                             |
| powdered, 10 lbs., 22.....lb. .25                | Bromoform.....oz. .19                                 | Flexible.....lb. .77                                 |
| Hemlock, crushed.....lb. .15                     | Buds, Balm of Gilead.....lb. .45                      | Colocynth Apple.....lb. .50                          |
| Messico.....lb. .25                              | Cassa.....lb. .25                                     | powdered.....lb. .60                                 |
| Oak, white, crushed.....lb. .15                  | Butter, Cacao, 12 lbs., 38.....lb. .40-42             | Composition Powder, 2 ozs.....lb. .58                |
| Orange Peel, bitter.....lb. .16                  | Butylchloral.....oz. .25                              | Confection, Senna.....lb. .40                        |
| Prickly Ash.....lb. .35                          | Cadmium, Bromide.....oz. .17                          | Copper, Sulph., bbl., 54.....lb. 7.5                 |
| Quebracho.....lb. .25                            | Iodide.....oz. .86                                    | Iodide.....lb. .80                                   |
| Sassafras, 10 lbs., 14.....lb. .18               | Caffeine, 1 lb. 3.40.....oz. .29-31                   | Copperas, bbl., 1.....lb. .23                        |
| Sassafras, Extra.....lb. .22-25                  | Bromide.....oz. .83                                   | Corrosive Sublimate, 10 lbs., 80.....lb. .58         |
| Simaruba.....lb. .40-45                          | Citrate, U. S. P., lb., 2.20.....oz. .21-23           | powdered, 10 lbs., 90.....lb. .96                    |
| Soap (Quilla), cut, 5 lbs., 11.....lb. .12       | Valerianate.....oz. .35                               | Coumarin, Cryst., Fries Bros., lb., 7.00.....oz. .70 |
| powdered.....lb. .15                             | Calamine.....lb. .10-12                               | Cowhage.....lb. .46                                  |
| Wild Cherry, 5 lbs., 12.....lb. .14              | Calcium, Carb., precip.....lb. .9-10                  | Cream Tartar, 99 p. c., powdered, 50                 |
| ground, 5 lbs., 14.....lb. .17                   | Glycerophosphate.....oz. .25-50                       | lbs., 25; 17 lbs., 27.....lb. .25-30                 |
| Witch Hazel.....lb. .20                          | tablets, boxes, 50 5-gr.....oz. .30                   | Creolin, lbs.....oz. 8.00                            |
| Barley, Pearl.....lb. 5-6                        | Hypophosphite, lb., .85.....oz. .10-14                | Creosote, Beechwood Tar.....lb. 1.00-2.50            |
| Bay Rum, Porto Rico.....gal. 1.90-2.35           | Iodide.....oz. .43                                    | Carbonate, lbs., 9.00.....oz. .65                    |
| St. Thomas.....gal. 2.50-3.00                    | Lactophosphate.....oz. .18-15                         | Phosphite, lb., 10.00.....oz. 1.00                   |
| Seam, Calabar.....lb. .36                        | Phosphate, precip.....lb. .15                         | Phosphite, lb., 10.00.....oz. 1.00                   |
| St. Ignatius.....lb. .30                         | Sulphide.....lb. .25                                  | Cruria Kalle, 25 grms.....each. 1.50                 |
| Tonka, Angostura.....lb. .75-85                  | Calomel, 10 lbs., 35.....lb. .90-95                   | Cystogen, powdered ozs.....oz. 4.00                  |
| Surinam.....lb. .60                              | Camphor, Monobromate, lbs., 1.50.....oz. .21          | powdered, 8 ozs.....pkg. 1.10                        |
| Vanilla, Mexican, long.....lb. 8.50              | Cantharides, Russian.....lb. 1.50-1.60                | 5-gr. tablets, 8 ozs.....pkg. 5.00                   |
| med.....lb. 7.50                                 | powdered.....oz. 2.50                                 | " 25's.....oz. 4.00                                  |
| " short.....lb. 7.00                             | Cantharidal Vesicant, ozs.....oz. 8.00                | Aperient.....oz. .40                                 |
| " Bourbon, long.....lb. 6.50                     | Cantharidin.....grain. .12                            | Cumarine, lb., 4.50.....oz. .40                      |
| med.....lb. 5.50                                 | Capsicum, African.....lb. .19-21                      | Currie Powder.....lb. 1.00                           |
| short.....lb. 4.50                               | powdered, 5 lbs., 23.....lb. .25-28                   | Cuttle-Fish Bone, select.....lb. 30-50               |
| Benzol, Coal Tar.....lb. .24                     | Caroid, powder form.....oz. .125                      | Dermatol, oz., 22.....lb. 2.50                       |
| Benzosol.....oz. 1.25                            | and Soda Tablets, 150s.....bot. .67                   | Dextrin, bag, 7.....lb. 5-10                         |
| Merberine, Carb.....oz. 5.00                     | Carbon, Disulphide.....lb. .11                        | Diabetin.....lb. 1.30                                |
| Hydrochlor.....oz. 1.90                          | Carmin, No. 40, lb., 4.25-4.50.....oz. 30-35          | Digalen, 4-oz. vial.....oz. 1.00                     |
| Berries, Cubeb, lb., 16; powdered.....lb. 22-25  | Castor, Fiber, oz., 1.25; powdered.....oz. 1.25-1.50  | Digitalin, 4 ozs.....oz. 7.00                        |
| Fish.....lb. .12                                 | Cerium, Oxalate, lb., 45.....oz. .7                   | Diuretin.....oz. 1.75                                |
| Juniper.....lb. .6-8                             | Chalk, French, powdered.....lb. .10                   | Dover's Powder, 10 lbs., 1.10.....lb. 1.15           |
| powdered.....lb. .15                             | precip., Thomas' Eng., 7-lb. bag.....lb. .9           | Dragon's Blood, reeds.....lb. .65                    |
| Poke.....lb. .20                                 | prepared, Thomas' Eng., 8-lb., white, box.....oz. .50 | extra powdered.....lb. 1.00                          |
| Prickly Ash.....lb. .25-35                       | prepared, Thomas' Eng., 8-lb., pink, box.....oz. .65  | Dual.....oz. 1.50                                    |
| Sumac.....lb. .20                                | prepared.....lb. .7                                   | Earth, Fullers, 90, 25 lbs., 5.....lb. 6-8           |
| Heta-Eucaine.....oz. 8.50                        | Charcoal, Animal, powd.....lb. .10                    | Eka-Iodoform.....oz. .70                             |
| Bismuth, Ammonia Citrate, lb., 3.50.....oz. .28  | Willow.....lb. .14                                    | Elaterium.....oz. .70                                |
| Subcarbonate.....lb. 8.25                        | Chloral Hydrate, 5 lbs., 1.10.....lb. 1.15-1.25       | Emulsol, per doz., 2 ozs.....pt. .83                 |
| Subnitrate, 5 lbs., 2.50.....lb. 2.85            | Croton.....oz. .35                                    | Elixir Iodo-Bromide of Calcium                       |
| Subgallate, lb., 2.95.....oz. 25-28              | Chloralamid, 25 pkgs., 70.....pkg. .80                | Comp., Tilden's.....pt. .83                          |
| Subsalicylate, lb., 3.60.....oz. 26-28           | Chloroform, Purified, 5 lbs., 38.....lb. .40          | Empyiform.....oz. .65                                |
| Blacklegline, "Pasteur," (Blackleg               | Commercial, 5 lbs., 33.....lb. .35                    | Eosote (Creosote Valerianate).....oz. .67            |
| Vaccine, cord form), No. 1, 10                   | Cinchonidine, Salicylate.....oz. .45                  | Epicarin.....oz. .50                                 |
| dozes.....dos. 12.00                             | Sulphate, 5-oz. cans, 27.....oz. .32                  | Epsom Salts, bbl., 11.....lb. 2-3                    |
| Blacklegline, "Pasteur," (Blackleg               | Cinchonine, Sulphate.....oz. 13-17                    | Ergotine, Bonjeans, lb., 5.50.....oz. .38            |
| Vaccine, cord form), No. 2, 20                   | Cinnabar.....lb. 1.50                                 | Ergot, Spanish.....lb. .55                           |
| dozes.....dos. 20.00                             | Olivette.....oz. 8.50                                 | powdered.....lb. .68                                 |
| Blacklegline, "Pasteur," (Blackleg               | Clay, China, lb., 3; powdered.....lb. .10             | Russian, lb., 48; powdered.....lb. .68               |
| Vaccine, cord form), No. 3, 50                   | Cloves, 10 lbs., 16.....lb. .18                       | Eserine, 5-gr. v.....grain. .13                      |
| dozes.....dos. 48.00                             | powdered, 5 lbs., 20.....lb. .24                      | Sulphate, 5-gr. v.....grain. .13                     |
| Blackleg Vaccine, "Pasteur," powder              | Cobalt, Carbonate.....oz. .35                         | Salicylate, 5-gr. v.....grain. .13                   |
| packet.....dos. 12.00                            | Chloride.....oz. .30                                  | Ether, Nitrous, Conc., 4, 1 and 1 lb., 1.00 1.20     |
| Bladder Wrack.....lb. .35                        | Nitrate, oz., 25; powdered.....oz. .25                | Sulphuric, 1880, lb., 68; washed.....lb. .75         |
| Blue Vitriol, bbl., 54; 100 lbs., 6.....lb. 8-10 | Cocaine, Hydrochlorate, Cryst.....oz. 3.75-4.00       | Concent., 1890.....lb. .75                           |
| powdered, 50 lbs., 10.....lb. .12                | Alkaloid.....oz. 4.30-4.55                            | Acetic.....lb. .50                                   |
| Bole, Armenia, powdered, true.....lb. .12        | Oleate, 5 per cent.....oz. 1.00-1.15                  | Ethiops Mineral.....lb. .70                          |
| Bone Ash.....lb. .15                             | Cochineal, Honduras.....lb. .55                       | Ethyl, Bromide, 1-oz. bot. or tube.....oz. 20-32     |
| Borax, 100 lbs., 84.....lb. 9-12                 | powdered.....lb. .60                                  | Iodide.....oz. .54                                   |
| powdered, 50 lbs., 84.....lb. 9-12               | Codeine, Pure Alkaloid, ozs.....oz. 3.65-3.80         | Eucaine, Hydrochlor, 4, 1 oz., 3.60; 4, 1 oz., 3.50  |
|  | Sulphate, ozs.....oz. 3.25-3.40                       |  |

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| Euphthalmine, Hydrochloride.....gu. 1.25   | Phosphite.....oz. 1.50                        | Oatnip, oss.....lb. .25                           |
| Exodin, 7½-gr. tablets, 10 in box.....box .30  | Guaiacophosphal.....oz. 1.50                  | Centaur, American Herb, oss.....lb. .30           |
| .....oss. 1.40   | Guarana, powdered.....lb. .90-1.00            | Centaur, Minor, oss.....lb. .20                   |
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| Eyestones.....dos. .35-42  | .....powdered.....lb. .25-27                  | Roman, oss.....lb. .35                            |
| Ferratin, pow. or tablets, 25 oss., 75.oss. .35                                      | Curacao.....lb. .12                           | Chiretta.....lb. .34                              |
| Ferripyrine.....lb. 1.35-1.50  | Socotrine, lb., .35; powdered.....lb. .45     | Clover Heads, red, oss.....lb. .24                |
| Ferro-Somatose, ½ lb. and ¼ lb. .65  | Ammoniac.....lb. .45                          | Cramp Bark, oss.....lb. .24                       |
| .....lb. 6.75  | Arabic, 1st's.....lb. .45                     | Crampbill Root, oss.....lb. .28                   |
| .....2-oz. tins.....dos. 10.50   | .....powdered.....lb. .55                     | Damiana Leaves, oss.....lb. .30                   |
| Firweim, Tilden's.....pt. .82  | 2d's, lb., .35; powdered.....lb. .45          | Dandelion Root, true, oss.....lb. .28             |
| Flowers, Arnica.....lb. .15-18   | 3d's, lb., .30; 4th's.....lb. .28             | Dog Grass, oss.....lb. .25                        |
| Blue Centaur.....lb. .60   | 4th's, lb., .30; 5th's.....lb. .28            | Elder Flowers, oss.....lb. .27                    |
| Calendula.....lb. .35  | 5th's, lb., .30; 6th's.....lb. .28            | Feverfew, oss.....lb. .45                         |
| Obamomile, Roman.....lb. .25-28  | 6th's, lb., .30; 7th's.....lb. .28            | Flabane Herb, Canada, oss.....lb. .84             |
| German, 1908, .35; German, 1904, lb. .30   | 7th's, lb., .30; 8th's.....lb. .28            | Galega or Goat's Rue.....lb. .75                  |
| Elder.....lb. .30  | 8th's, lb., .30; 9th's.....lb. .28            | Gold Thread Herbs, oss.....lb. .75                |
| Kooso, lbs., .50; powdered.....lb. .12-20  | 9th's, lb., .30; 10th's.....lb. .28           | Gravel Plant Herb, oss.....lb. .25                |
| Lavender.....lb. .30   | 10th's, lb., .30; 11th's.....lb. .28          | Grindella Robusta, oss.....lb. .28                |
| Malva, Black, lb., .40; Blue.....lb. .40   | 11th's, lb., .30; 12th's.....lb. .28          | Hops, 1904 crop, oss.....lb. .40                  |
| Mullein.....lb. .40  | 12th's, lb., .30; 13th's.....lb. .28          | Horsebound, oss.....lb. .24                       |
| Orange.....lb. 1.00  | 13th's, lb., .30; 14th's.....lb. .28          | Horsemint Herb, oss.....lb. .30                   |
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| Rosemary.....lb. .28   | 15th's, lb., .30; 16th's.....lb. .28          | Ivy, American, bark or root, oss.....lb. .25      |
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| Formaldehyde.....lb. .15-32  | 18th's, lb., .30; 19th's.....lb. .28          | Johnswort Herb.....lb. .30                        |
| Formalin, lbs., 1.75.....oz. .21   | 19th's, lb., .30; 20th's.....lb. .28          | Lady Slipper Root.....lb. .50                     |
| Tablets, 5 grs., 30 in tube, es.....oz. .20  | 20th's, lb., .30; 21st's.....lb. .28          | Life Everlasting, oss.....lb. .25                 |
| 6 grs., 100 in tube, es.....oz. .50  | 21st's, lb., .30; 22nd's.....lb. .28          | Lindin Flowers, with leaves, oss.....lb. .40      |
| 7½ grs., 20 in tube, es.....oz. .20  | 22nd's, lb., .30; 23rd's.....lb. .28          | Liverwort, German, oss.....lb. .30                |
| 7½ grs., 70 in bot., es.....oz. .50  | 23rd's, lb., .30; 24th's.....lb. .28          | Leaves, German, oss.....lb. .30                   |
| Formol, lb., .55; 5-lb. bots.....lb. .50   | 24th's, lb., .30; 25th's.....lb. .28          | Lobelia, oss.....lb. .28                          |
| Galega-Vera.....dos. 10.50   | 25th's, lb., .30; 26th's.....lb. .28          | Maiden Hair, oss.....lb. .25                      |
| Galestone.....dos. 10.50   | 26th's, lb., .30; 27th's.....lb. .28          | Marjoram, Sweet, oss.....lb. .35                  |
| Gambier, mats, 8.....lb. 10-12   | 27th's, lb., .30; 28th's.....lb. .28          | Mallow, oss., lb., .34; wild, oss.....lb. .20     |
| Garlic.....string .25  | 28th's, lb., .30; 29th's.....lb. .28          | Motherwort, oss.....lb. .34                       |
| Gelatin, Cooper's.....lb. .50  | 29th's, lb., .30; 30th's.....lb. .28          | Mullein, German.....lb. .22                       |
| French, White.....lb. .50  | 30th's, lb., .30; 31st's.....lb. .28          | Pansy Herb.....lb. .42                            |
| Gesnot, Guaiacol Valerianate.....oz. 1.34  | 31st's, lb., .30; 32nd's.....lb. .28          | Paraguay Tea, genuine.....lb. .50                 |
| Glass Wool, for filtering acids.....oz. 1.35   | 32nd's, lb., .30; 33rd's.....lb. .28          | Pennyroyal, oss., lb., .20; Leaf, oss.....lb. .28 |
| Glucose.....lb. .12  | 33rd's, lb., .30; 34th's.....lb. .28          | Peppermint, oss.....lb. .27                       |
| Glutol.....oz. .65   | 34th's, lb., .30; 35th's.....lb. .28          | German, bulk, lb., .75; Herb, oss.....lb. .24     |
| Glycerin, C. P., 80°, can 50 lbs., 15.....lb. 18-20                                  | 35th's, lb., .30; 36th's.....lb. .28          | Plantain Leaves, Red, oss.....lb. .30             |
| Goat's Rue Fluid Extract.....lb. 1.75  | 36th's, lb., .30; 37th's.....lb. .28          | Poppy Leaves, Red, oss.....lb. .45                |
| .....lb. 1.85  | 37th's, lb., .30; 38th's.....lb. .28          | Prince's Pine Leaf, oss.....lb. .30               |
| .....lb. 2.00  | 38th's, lb., .30; 39th's.....lb. .28          | Prasitilla, oss.....lb. .40                       |
| .....lb. 2.10  | 39th's, lb., .30; 40th's.....lb. .28          | Raspberr. Leaf, oss.....lb. .30                   |
| .....lb. 2.70  | 40th's, lb., .30; 41st's.....lb. .28          | Roe, oss.....lb. .34                              |
| Goose Grease.....lb. .60-70  | 41st's, lb., .30; 42nd's.....lb. .28          | Saffron, American, oss.....lb. 1.30               |
| Green, Paris, kegs, 13½-15.....lb. 17-20   | 42nd's, lb., .30; 43rd's.....lb. .28          | Sage, lbs., lb., .15; oss.....lb. .18             |
| Grape Juice, Gleason's, pts., 2 dos. case 4.75                                       | 43rd's, lb., .30; 44th's.....lb. .28          | Domestic, oss.....lb. .25                         |
| .....qts. 1 dos. case 4.50   | 44th's, lb., .30; 45th's.....lb. .28          | Savin Leaves, oss.....lb. .25                     |
| .....gal. case of 8 1.75   | 45th's, lb., .30; 46th's.....lb. .28          | Southernwort Herb, oss.....lb. .45                |
| .....gal. case of 4 4.50   | 46th's, lb., .30; 47th's.....lb. .28          | Spearwort, oss.....lb. .30                        |
| .....pts., 1 dos. case 4.50  | 47th's, lb., .30; 48th's.....lb. .28          | Tansy, oss.....lb. .25                            |
| .....pts., 2 dos. case 7.50  | 48th's, lb., .30; 49th's.....lb. .28          | Thyme, oss.....lb. .25                            |
| .....gals., 1 dos. case 4.50   | 49th's, lb., .30; 50th's.....lb. .28          | Vervain, oss.....lb. .24                          |
| .....pts., 2 dos. case 4.75  | 50th's, lb., .30; 51st's.....lb. .28          | Viola tricolor, oss.....lb. .35                   |
| .....gals., 1 dos. case 5.00   | 51st's, lb., .30; 52nd's.....lb. .28          | Wormwood, oss., lb., .30; powdered.....lb. .25    |
|  | 52nd's, lb., .30; 53rd's.....lb. .28          | Yerba Santa.....lb. .25                           |

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| Tab., 7½ grs. ea.....box  | .65   | Jewelers' Rouge.....lb.                    | .75    | Uva Ursa.....lb.                           | .12       |
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| Hops, fresh, 1904, bulk, 38.....lb.                                 | 40-42 | Lime.....gal.                              | 90-100 | Liquorice, P. S.....lb.                    | .25       |
| pressed, ½, ¼ and lbs.....lb.                                       | 40-42 | Junket Tablets (10c. size), 8 dos.....dos. | .80    | Corriglano.....lb.                         | 30-35     |
| pressed, oss.....lb.  | .45   | Kamala, purified, powdered.....lb.         | 1.50   | Y. & S., 5-lb. boxes.....lb.               | .25       |
| Holocain, 1-gramme vials, .35; 5-gramme vials, 1.50.....1-oz. vials | 7.00  | No. 2 powdered.....lb.                     | .65    | Linne, Chlorinated, bulk, bbls., 3.....lb. | .5        |
| Homatropine, Hydrobrom., 5, 10 and 15 vials.....grain               | 35-40 | Kaolin.....lb.                             | .08    | 1-lb. tins.....lb.                         | 8-9       |
| Hydrastine, Alkaloid.....os.  | 6.25  | Kelene, automatic, 1.10.....50-100         | 1.10   | Litharge.....lb.                           | 10-12     |
| Hydrogen Dioxide.....lb.  | 28-50 | Kermes Mineral.....lb.                     | 1.10   | Lithium, Bromide.....os.                   | .25       |
| Hydroquinone.....os.  | .15   | Kola Nut lb., 25; powdered.....lb.         | .85    | Carbonate.....lb.                          | 1.75-2.00 |
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| Hydrobromate, 5, 10, 15 gr. v.....grain                             | .30   | Lactophenin, powd. or tab., 25 oss.....os. | 1.00   | Glycerino-Phosph.....os.                   | .41       |
| Sulphate, pure Amorph., 5, 10, 15 gr. v.....grain                   | .25   | Iodo.....os.                               | 10.50  | Iodide.....os.                             | .15       |
| Hypal, Hoechst.....os.  | 1.15  | Iodo-Somatose, 2-oz. tins.....dos.         | 6.75   | Salicilate.....os.                         | .40       |
| Iatrol.....os.  | .25   | I-lbs.....lb.                              | 6.50   | Litmus.....lb.                             | 1.80      |
| Ichthyol, lb., 4.00.....os.   | .32   | I-lbs.....lb.                              | .40    | Losophan.....os.                           | .45-51    |
| Indigo, Madras.....lb.  | .75   | I-lbs.....lb.                              | 8.00   | Lunar Caustic, pure, 7.50.....os.          | .60-65    |
| Manila.....lb.  | .75   | I-lbs.....lb.                              | 2.50   | in cones.....os.                           | .60-65    |
| Sulphate comp., 9-lb. bot.....lb.                                   | .45   | I-lbs.....lb.                              | .75    | Lupulin, American.....lb.                  | .55       |
| Paste.....lb.   | .20   | I-lbs.....lb.                              | .40    | German.....lb.                             | .50       |
| Insect Powder, pure, bbls., 35; 50 lbs., 35; 25 lbs., 35.....lb.    | 38-42 | I-lbs.....lb.                              | .12    | Lycetol, 10 oss., 3.80.....os.             | 4.35      |
| W. & B., bbls., 20; kegs, 50 lbs., 20; drums, 25 lbs., 21.....lb.   | .25   | I-lbs.....lb.                              | .12    | Lycopodium, Polits, 10 lbs., 75.....lb.    | 80-85     |
| Iodine, lb., 5.00.....os.   | 35-42 | I-lbs.....lb.                              | .12    | Lysiden.....os.                            | 1.75      |
| Iodoform, lb., 5.50.....os.   | .41   | I-lbs.....lb.                              | .12    | Lysol.....lb.                              | .70       |
| Iodol.....os.   | 1.25  | I-lbs.....lb.                              | .12    | Magnesia, Calcined.....lb.                 | 70-75     |
| Iodopyrine.....os.  | 1.40  | I-lbs.....lb.                              | .12    | heavy.....lb.                              | 75-85     |
| Iodothyryne, oss., 3.40; ½-oz., 3.65; ¼-oz., 3.90.....os.           | 3.90  | I-lbs.....lb.                              | .12    | Magnesium, carbonate, ¼ lb.....lb.         | 20-30     |
| Iron, by Hydrogen, gray, U. S. P.....lb.                            | .45   | I-lbs.....lb.                              | .12    | 2 oz.....lb.                               | 22-32     |
| Benzoate.....os.  | .25   | I-lbs.....lb.                              | 1.10   | S. S.....lb.                               | 55-70     |
| Cacodylate.....os.  | 5.00  | I-lbs.....lb.                              | .30    | Citrate, gran.....lb.                      | 50-75     |
| Carbonate, precip., lb., .18; sacch.....lb.                         | .50   | I-lbs.....lb.                              | .12    | Sulph. (Epsom Salts), bbls., .01½.....lb.  | 3-4       |
| Vallet's.....lb.  | .30   | I-lbs.....lb.                              | .12    | Maltopepsine, Tilden's.....pt.             | .62       |
| Chloride.....lb.  | .35   | I-lbs.....lb.                              | 1.20   | Manganauro, 1-oz. bots.....dos.            | 8.50      |
| Sol., U. S. P.....lb.   | .14   | I-lbs.....lb.                              | .20    | Manganese, Black Oxide.....lb.             | 5-12      |
| Tinct., U. S. P.....lb.   | .35   | I-lbs.....lb.                              | .27    | Hypophosphite, os., 20; sulphate.....os.   | .5        |
| Citrate, U. S. P.....lb.  | .59   | I-lbs.....lb.                              | .38    | Manna, large cake.....lb.                  | 60-70     |
| and Ammonium.....lb.  | .56   | I-lbs.....lb.                              | .15    | small cake, 5 lbs., 40.....lb.             | .45       |
| and Quinine, lbs., 1.90.....os.                                     | 18-22 | I-lbs.....lb.                              | .25    | Mannite.....lb.                            | 8.35      |
| Dialized, Solution.....os.  | .35   | I-lbs.....lb.                              | .30    | Marble Dust.....bbl.                       | 1.50      |
| Glycerophosphate.....os.  | .40   | I-lbs.....lb.                              | .40    | Martin.....os.                             | 1.25      |
| tablets, boxes, 60 5-gr.....os.                                     | .40   | I-lbs.....lb.                              | .23    | Menthol, lbs., 2.75.....os.                | 22-25     |
| Iodide, os., 45; syrup of.....lb.                                   | .45   | I-lbs.....lb.                              | .32    | Mercauro, 1-oz. bots.....dos.              | 8.50      |
| Lactate.....os.   | .7    | I-lbs.....lb.                              | .25    | Mercury, 5 lbs., 70.....lb.                | 72-73     |
| Pernitrate, Solution.....lb.  | .25   | I-lbs.....lb.                              | .16    | Colloidal.....os.                          | .25       |
| Pyrophosphate, Soluble.....lb.                                      | .51   | I-lbs.....lb.                              | .30    | Ammon.....lb.                              | 1.10      |
| Phosphate, scales, U. S. P.....lb.                                  | .51   | I-lbs.....lb.                              | .28    | Bisulphate.....lb.                         | .75       |
| Subsulphate (Monsel's).....lb.                                      | .23   | I-lbs.....lb.                              | .85    | Chloride, Corrosive, 10 lbs., 30.....lb.   | .85       |
| Solution (Monsel's).....lb.   | .15   | I-lbs.....lb.                              | .15    | Chloride, powdered, 10 lbs., 50.....lb.    | .95       |
| Sulphate, pure.....lb.  | .6    | I-lbs.....lb.                              | .22    | Calomel, 10 lbs., 90.....lb.               | .95       |
| exalcedated.....lb.   | .15   | I-lbs.....lb.                              | .30    | with Chalk.....lb.                         | .43       |
| and Potassa, Tartrate.....lb.                                       | .48   | I-lbs.....lb.                              | .25    | Iodide, Proto., lbs., 3.65.....os.         | .27       |
| and Ammonium Tartrate.....lb.                                       | .62   | I-lbs.....lb.                              | 3.00   | Blindide, lbs., 3.70.....os.               | .27       |
| Isarol, lb., 4.10.....os.   | 30-35 | I-lbs.....lb.                              | .25    | Oxide, Red, lbs.....lb.                    | 1.10      |
| Isinglass, American.....lb.   | .90   | I-lbs.....lb.                              | .34    | Pill (Blue Mass).....lb.                   | .47       |
| Russian, true, Beluga.....lb.                                       | 4.25  | I-lbs.....lb.                              | .15    | powdered.....lb.                           | .57       |
|   |       | I-lbs.....lb.                              | .15    | Herring's English.....lb.                  | 1.25      |
|   |       | I-lbs.....lb.                              | .35    | Red Precipitate.....lb.                    | 1.05      |
|   |       | I-lbs.....lb.                              | .60    | White Precipitate.....lb.                  | 1.10      |
|   |       | I-lbs.....lb.                              | .25    | powdered.....lb.                           | 1.15      |
|   |       | I-lbs.....lb.                              | 25-35  | Mesotan-Bayer.....os.                      | .67       |
|   |       | I-lbs.....lb.                              | 15-20  | Methyl, Acetate.....os.                    | .45       |
|   |       | I-lbs.....lb.                              | .15    | Bichloride.....os.                         | .85       |

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| Methyl. Iodide.....lb. 1.00                                | Oil, Coconut, Refined, 10 lbs., 18....lb. .22 | Oil, Spruce.....lb. .60  |
| Oxide.....oz. .50  | Codliver, N. F., kegs, 30 gals., 27.00        | Tansy.....lb. 4.00-4.50  |
| Salicylate.....lb. .50-60                                  | to 28.00 ea. gal. 1.25-1.35                   | Thyme, White.....lb. 1.25  |
| Methylene, Bichloride.....oz. .65                          | Norwegian, bbls., 30 gals., 29.00 to          | Thyrsine.....gal. .75  |
| Migraine, os. tins.....oz. 1.50                            | 31.00 gal. 1.15-1.25                          | Valerian.....oz. .65   |
| Milk Sugar, powdered, 10 lbs., 20 lbs. 21-22               |   | Verben, true.....oz. .50   |
| Morphine, Acetate.....oz. 2.80                             | Copiba.....lb. 1.10                           | Whole.....gal. .75   |
| Muriate, is.....oz. 2.80                                   | Cottonseed.....gal. .45-55                    | Wintergreen, Betula.....lb. 2.15-2.25  |
| Sulphate, is, F. & W.....oz. 2.60                          | Croton.....lb. 1.20                           | Wintergreen, Synthetic, Fries Bros.....lb. .75   |
| 2 1/2 oz. cartons (25 ozs., 2.45).....oz. 2.55             | Croton, Eng.....lb. 1.75                      | Wintergreen, true.....lb. 3.25-3.50  |
| Moss, Iceland, lb., 12; Irish.....lb. 18-22                | Cubeb, Amer.....lb. 1.15                      | Wormseed.....lb. 3.50  |
| Musk, Tonquin, Pods.....oz. 14.00-20.00                    | Cumin, lb., 4.50.....oz. .35                  | Wormwood.....lb. 4.00-4.50   |
| grain.....oz. 22.00-24.00                                  | Erigeron.....lb. 1.25                         |  |
| Nafitza.....oz. 2.00                                       | Eucalyptus, Australian.....lb. .90            | Ointment, Mercurial, i M.....lb. .45   |
| Naphtha, Wood.....lb. .24                                  | Fennel.....lb. 1.75                           | 1-3 M.....lb. .45  |
| Wood, 95 p. c., bbls., 75.....gal. 80-90                   | Geranium, Turkish.....lb. 4.50                | Citrine.....lb. .45  |
| Naphthaline, balls, 50 lbs., 3 1/2.....lb. 4-6             | French.....lb. 8.00                           | Oleate, Mercury, 20 p. c., lb., 2.90.....oz. .25   |
| cakes and squares.....lb. 6-8                              | Prepared.....lb. 16.00                        | Morphine, 5 p. c.....oz. .40   |
| Naphthol.....oz. .18                                       | Juniper Berries.....lb. 1.50                  | Zinc, powd., lb., 2.50.....oz. .25   |
| Narcotine.....oz. 6.50                                     | Lard, No. 1.....gal. .90                      | Opium (See Gum).....oz. .80  |
| Nephritis, Tilden's.....pt. .82                            | Lavender Flowers.....lb. 2.50                 | Orphol.....oz. .80   |
| Nickel, Bromide.....oz. .20                                | Chiris.....lb. 2.75                           | Orthoform, 1-oz. vials.....oz. 1.40  |
| Carbonate.....oz. .20                                      | Garden.....lb. 1.10                           | Hydrochlorate.....oz. 1.80   |
| Metallic.....oz. .25                                       | Lemon.....lb. 90-100                          | Pancrostatin, os., 50.....oz. 6.50   |
| Nitrate.....oz. .18  | 1-lb. copper cans.....lb. 1.10                | Papsin, purified.....oz. 1.00  |
| Oxide, pure.....oz. .75                                    | Sanderson's.....lb. 1.25                      | Papoid.....oz. 2.00  |
| Sulphate.....oz. .10                                       | Lemongrass.....lb. 3.75                       | Paraffine.....lb. 10-12  |
| Nirvania.....oz. 8.50                                      | Lime, Boiled, by bbl., 60.....gal. 65-75      | Parafomaldehyde, Tablets, Fries Bros., lb., 3.50.....oz. .35   |
| Nitroglycerin, 1 per cent. Solution, lb., 1.10.....oz. .12 | Linseed, Raw, by bbl., 58.....gal. 63-70      | Paris Green, 125-lb. kegs.....lb. 18 1/2   |
| Neophen.....dos. 4.50                                      | Mustard, Expresed.....gal. .75                | 14-lb. kits, 19; 1 and 3 lb.....lb. 20   |
| Nutrolactis.....dos. 10.00                                 | Mustard, Essential, lb., 5.50.....oz. 45-50   | i-lb., lb., 20; i-lb.....lb. 22  |
| Nutgalls, lb., 30; powdered.....lb. 40                     | Neatsfoot.....gal. .90                        | Pastiles, Black Fumigating.....lb. .35   |
| Nutmega.....lb. 35-40                                      | Neroli, Bigarade.....oz. 3.50                 | Red Fumigating.....lb. 40  |
| Nutrose, i lb., 4.00; i lb., 8.75.....lb. 3.35             | Chiris.....oz. 3.75                           | Paraform.....oz. .35   |
| Nux Vomica.....lb. 8-10                                    | Petale.....oz. 4.00                           | Paraldehyde, i-lb. bots.....lb. 1.50   |
| Powdered, pure.....lb. 20-25                               | Olive, Malaga.....gal. .75                    | Pellotine, Muriate, 1 and 5 gr. vials grain.....oz. .35  |
| Oakum, bales 50 lbs., .08.....lb. .12                      | Fine Salad, 3-gal. cans, 2.50.....gal. 2.75   | Pental, 10-gramme vials.....each .75   |
| Oatmeal.....lb. .6   | Orange, Bitter.....lb. 3.20                   | Pepper, Black, lb., 18-20; powdered, lb. 22-25   |
| Oil, Almond, Bitter, lbs. 6.50.....oz. .55                 | Sweet.....lb. 2.35                            | White, lb., 25; powdered.....lb. .30   |
| Sweet, True, 5 lbs., 42.....lb. 45-50                      | 1-lb. copper cans.....2.40                    | Pepsin, Saccharated, lb., 1.00.....oz. .12   |
| Amber, crude.....lb. .25                                   | Origanum, pure.....lb. 85-110                 | Pure, Armour's, lb., 4.50.....oz. .35  |
| rect.....lb. .40   | Palm.....lb. .20                              | Peronia, 1-gramme vials.....each 1.00  |
| Anise.....lb. 1.25-1.35                                    | Patchouli, lb., 7.50.....oz. .65              | Phenacetin (25 ozs., .95).....oz. 1.00   |
| Bay, American, bot. 22 ozs., 3.75.....oz. .50              | Peppercorn, 5 lbs., 1.50.....lb. 1.60         | Pheno-Bromate, tablets or powder (10 ozs., less 10 p. c.; 25 ozs., less 10 p. c. and 5 p. c.).....oz. 1.00 |
| West Indies, bot. 23 ozs., 8.50.....oz. .50                | Peppermint.....lb. 2.85-3.00                  | Phenocoll, Hydrochloride, 25 grammes vial.....1.50   |
| Beane.....gal. 1.00  | Hotchkiss.....lb. 3.35-3.50                   | Phosphorus.....lb. 1.00  |
| Bergamot.....lb. 2.65                                      | Redistilled.....lb. 4.00-4.25                 | Phosphotal, lb., 10.00.....oz. 1.00  |
| Bergamot, 5-lb. cans.....lb. 2.60                          | Petroleum, crude.....gal. .25                 | Pilocarpine, Muriate, 5, 10 and 15 gr. vials.....grain. .6   |
| Sanderson's.....lb. 2.60                                   | Lubricating, gal., 20; Redwood.....gal. 12    | Piperazine, pure, 10 ozs., 3.90.....oz. 4.25   |
| Black Pepper.....lb. .75                                   | Pimento, lb., 2.90.....oz. .25                | In tubes, Schering's, 10 grammes, tube 1.50  |
| Cade.....lb. .90   | Rhodium, true, lb., 8.00.....oz. .75          | Piperin.....lb. .6   |
| Cajuput.....lb. 75-88                                      | Rose, Kasanlik.....oz. 4.50-5.00              | Pitch, Black.....lb. .6  |
| Camphur.....oz. .50  | Botu Pappasoglon.....oz. 6.00                 | Burgundy.....lb. 3-8   |
| Caraway.....lb. 1.75                                       | Rosemary, Eperle.....lb. 1.50                 | Pixine, 2-oz. jars.....dos. 2.00   |
| Cassia.....lb. 1.00-1.10                                   | Trieste.....lb. .60                           | 1-lb. jars.....dos. 10.00  |
| Castor, 40-lb. can, 12.....lb. 13-14                       | Rue, lb., 8.00.....oz. .80                    | Veterinary, 2-oz. tins.....dos. 2.00   |
| Cedar Leaves, Amer.....lb. 90-95                           | Saled Union.....gal. 50-55                    | 8-oz. tins.....dos. 4.00   |
| Chaulmoogra.....lb. 2.50                                   | Sandalwood, W. I., lb., 8.00; Engl. lb. 5.50  |  |
| Cinnamon, Ceylon, lb., 15.00.....oz. 1.10                  | Sassafras.....lb. .75                         |  |
| Citronella.....lb. 60-65                                   | Savin.....lb. 1.40                            |  |
| Clove, 5 lbs., 90.....lb. 85-100                           | Spearmint, lb., 5.50; H. G. H.....lb. 5.75    |  |
|  | Sperm, Winter, Blea.....gal. 1.00             |  |

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| Dental.....lb. 2.50                             | Calamus, Sliced, White.....lb. 40                   | Unicorn.....lb. 40  |
| Adhesive.....lb. 13-20                          | Calumba.....lb. 20                                  | Valerian, English, lb., .42; German.....lb. 20                                      |
| Belladonna.....lb. 1.25                         | Canada Snake.....lb. 25                             | Virginia Snake.....lb. 25   |
| Galbanum, U. S.....lb. 60                       | Cobaea, Black.....lb. 15                            | Yellow Dock.....lb. 22  |
| Lead.....lb. 38                                 | Colchicum, lb., .25; powdered.....lb. 20            | Zedoary, pure.....lb. 18  |
| Mercury, U. S. P.....lb. 1.00                   | Coltsfoot.....lb. 40                                |   |
| Pollaxin-Dunbar (liquid or powder).....ea. 1.75 | Comfrey, crushed.....lb. 30                         | Rum, Bay, imported, 4 bbls., 2.00; 10 gals., 2.10; 5 gals., 2.25.....gal. 2.35-2.50 |
| Poppy Heads.....lb. 18-40                       | Crawley.....lb. 1.75-2.25                           | Bay, essence.....lb. 2.00   |
| Potash.....lb. 8-12                             | Curcuma.....lb. 15                                  | Saccharin, lb., 4.50.....4-oz. tin 35   |
| Potassa, Caustic White.....lb. 28               | Dandelion, cut, 5 lbs., .17.....lb. 22              | Salacetol.....oz. 33  |
| Potassium, Acetate, bot. inc.....lb. 38-40      | Dwarf Elder, oz.....lb. 20                          | Salicin, lb., 4.50.....oz. 35   |
| Bicarbonate, lb., .14; Bichromate.....lb. 14    | Elecampane, 5 lbs., .16.....lb. 20                  | Salipyrin.....oz. 80  |
| Bromide, 5 box, .28.....lb. 30-32               | Fern, Male.....lb. 22                               | Tablet.....oz. 80   |
| Carbonate.....lb. 12                            | Galangal, 5 lbs., .12.....lb. 14                    | Salol, lb., 1.20.....oz. 14   |
| Chlorate, Eng., lb., .12; powdered.....lb. 15   | Gelsemium.....lb. 20                                | Salophen, 25 oz., .95.....oz. 1.00  |
| Citrate.....lb. 47                              | Gentian, 10 lbs., .9.....lb. 12                     | Salosquimine.....oz. 1.25   |
| Cyanide, Fd.....lb. 45                          | ground, 5 lbs., .12.....lb. 15                      | Salicylate.....oz. 1.25   |
| Glycerophosphate.....oz. 10                     | powd., 5 lbs., .15.....lb. 16                       | Sanose.....oz. 25   |
| Hypophosphite, lbs., .80.....oz. 10             | Ginger, African.....lb. 20                          | Santonin, lb., 10.50-10.70.....oz. 12-15  |
| Iodide, 5 lbs., 3.25.....lb. 3.35-3.60          | Jamaica, Bleached, 5 lbs., .18.....lb. 30           | Saola, Tilden's.....pt. 24  |
| Nitrate, Grain.....lb. 10                       | Bl. powd., 5 lbs., .57.....lb. 30                   | "Save-the-Horse" Spavin Cure (25.00).....oz. 48.00                                  |
| Pernanganate.....lb. 18-20                      | Unbleached, 5 lbs., .18.....lb. 22                  | Scopolamine, Hydrate, Ft. G. (identical with Hyoscine, U. S. P.) grain 20-22        |
| Prussiate, Red.....lb. 20                       | Ginseng.....lb. 6.50-9.00                           | Seed, Anise, Italian.....lb. 17   |
| Yellow.....lb. 18                               | Golden Seal.....lb. 1.60-1.75                       | Star.....lb. 20   |
| Sulphuret.....lb. 18                            | Gold Thread.....lb. 80                              | Angelica.....lb. 20   |
| Profilin Pills, 60 in bot.....ea. 1.25          | Hellebore, Black.....lb. 15                         | Burdock.....lb. 25  |
| Propylamine.....oz. 55                          | White, powd., 5 lbs., .12.....lb. 15                | Canary, Sicily.....lb. 7-8  |
| Protargol, 1 oz., 1.35; ozs.....oz. 1.25        | Indian Hemp, Black, lb., .25; White.....lb. 20      | Cardamom, Aleppo.....lb. 1.90   |
| Pyramiden.....oz. 2.15                          | Indigo, Wild, ozs.....lb. 25                        | Malabar.....lb. 1.00  |
| Quinalgen.....oz. 1.25                          | Ipecac, lb., 1.85; powdered.....lb. 2.00            | Mangalore, bleached, extra.....lb. 1.40   |
| Quassone.....dos. 10.00                         | Jalap, lb., .15; powdered.....lb. 30                | Oelery.....lb. 12-15  |
| Quinine, Bromide.....oz. 52                     | Kava Kava.....lb. 30                                | Colchicum, lb., .55; powdered.....lb. 65  |
| Muriate.....oz. 52                              | Licorice, lb., 16-20; powd., 5 lbs., .12.....lb. 15 | Conium.....lb. 25   |
| Sulphate, bulk.....oz. 20-22                    | Lily of the Valley.....lb. 20                       | Coriander.....lb. 15  |
| Sulph., 1-oz. vials, B. & S.....oz. 27-28       | Lovage, select.....lb. 80                           | Cumin.....lb. 15  |
| P. & W.....oz. 22-24                            | Male Fern, select.....lb. 25                        | Fennel.....lb. 15   |
| Sulphate, 5-oz. can.....oz. 27-29               | Mandrake, lb., .18; powdered.....lb. 22             | Fenugreek, powd., 25 lbs., .7.....lb. 10  |
| 1-oz. vials, B. & S.....oz. 27-29               | Masterwort.....lb. 25                               | Flax, cleaned, bbl., 6.75.....lb. 4-5   |
| Tannate.....oz. 55                              | Mugwort.....lb. 18                                  | ground, bbl., .034.....lb. 3  |
| Valerianate.....oz. 55                          | Musk.....lb. 35                                     | Hemp, bag, .24.....lb. 3  |
| Quinolol.....ozs. 1.00                          | Nettle.....lb. 20                                   | Henbane.....lb. 45  |
| Quinolol.....ozs. 1.00                          | Orria, Florentine.....lb. 15-18                     | Jambul.....oz. 25   |
| Resin, Common.....lb. 4                         | powdered.....lb. 18-22                              | Larkspur.....lb. 50   |
| Jalap.....oz. 60                                | Infant.....lb. 2.75                                 | powdered.....lb. 60   |
| Leptandrin.....oz. 35                           | Verona, powdered.....lb. 20                         | Lobelia, powdered.....lb. 65  |
| Podophyllin, lb., 4.00.....oz. 35               | Parsley.....lb. 20                                  | Lovage, lb., .65; powdered.....lb. 70   |
| Scammony, U. S. P.....oz. 40                    | Pellitory.....lb. 45                                | Millet.....lb. 8  |
| White.....lb. 6                                 | Pink.....lb. 40                                     | Mustard, Black.....lb. 10   |
| Resorcin, White, lb., 1.50.....oz. 17           | Pleurisy.....lb. 25                                 | White, lb., .10; powdered.....lb. 25-31   |
| Fries Bros., lb., 2.20.....oz. 1.08             | Poke.....lb. 18                                     | Parsley Blue.....lb. 10-12  |
| Respiranone, Tilden's.....pt. 45                | Pond Lily, White.....lb. 25                         | White.....lb. 30  |
| Rheumacilate, dos., 4.80.....oz. 45             | Yellow.....lb. 25                                   | Pumpkin.....lb. 30  |
| Rheumatol.....ozs. 1.00                         | Queen of the Meadow.....lb. 20                      | Quince, German, lb., .50; Russian.....lb. 45  |
| Rhodinal II.....oz. 4.00                        | Rhatany.....lb. 27                                  | Rape, English.....lb. 61  |
| Rhodinal I.....lb. 23-25                        | Rhubarb, China.....lb. 60-75                        | German.....lb. 3  |
| Rockelle Salts.....lb. 224-224                  | powdered.....lb. 1.00-2.00                          | Strophanthus, Green.....lb. 1.50-1.60   |
| Rodagen.....ozs. 1.00                           | Sasaparilla, Hond.....lb. 35                        | Sundower seed.....lb. 6-8   |
| Root, Aconite.....lb. 20                        | cut.....lb. 44                                      | Watermelon.....lb. 20   |
| Althea, lb., .28; cut.....lb. 35                | Mexican, lb., .18; ground.....lb. 22                | Worm (Chenopodium).....lb. 25   |
| Belladonna.....lb. 20                           | Senega.....lb. 60                                   | (Santonin).....lb. 20   |
| Berberis aquifolium.....lb. 30                  | Serpentaria.....lb. 60                              | Seidlitz Mixture, 50 lbs., .18.....lb. 10-12  |
| Bitter.....lb. 28                               | Squill, select.....lb. 10                           |   |
| Blackberry.....lb. 30                           |   |   |
| Black Snake.....lb. 30                          |   |   |
| Blood.....lb. 34                                |   |   |



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|--|--|---|--|
| Silver, Nitrate, cryst., lb. 7.00.....oz. 45-48                                | Thiochol Tablets, 4-oz. vial.....1.00  | Zinc Sulphate, bbls., 34.....lb. 5-6  |  |
| 57 per cent., oz., .37; 50 per cent. oz. .30                                   | Thioforma, 25-gramme pkgs.....each .75   | Sulphocarbolic, lbs., 50.....oz. 7-9  |  |
| Cases.....60-63  | Thiol, liquid, oz., 40; powdered.....oz. .75   | Valerianate, lbs., 1.75.....oz. .30   |  |
| Soap, Castile, Marseilles, box, 7.....lb. 10                                   | Thymol (Thymic Acid), lbs., 2.35.....oz. .37   | <b>PAINTS AND COLORS.</b>   |  |
| Mottled, pure, box, 8.....lb. 10   | Tinct. Simulic, Christy's, lbs.....lb. 4.35  | Black, Coach, in oil.....lb. 15-25  |  |
| White, Contia, box, 12.....lb. 14  | 1 lb., lb. 4.55; 1 lb.....lb. 4.50   | dry.....lb. 15-20   |  |
| powdered, 25 lbs., 28.....lb. 35   | Trienal, 25 ozs., 1.40.....oz. 1.50  | Drop, in oil.....lb. 15-25  |  |
| Green (Sapo Vir.), 10 lbs., 12.....lb. 10-15                                   | Tuberculinum Kochii, " Pasteur," 1 Oc.....dos. 3.20  | dry, in oil.....lb. 15-20   |  |
| Eng. Blue Mottled Soap, cases, 112 lbs. 5.50-6.50                              | Tuberculin (Veterinary), " Pasteur," 1 Oc.....dos. 3.20  | Ivory, in oil, lb., 18-25; dry.....lb. 12-15  |  |
| Soda, Chlor. Sol.....dos. 2.25   | Tuberculin Solution (Veterinary), " Pasteur," 10 Oc.....dos. 4.00  | Lamp, Germantown, ass'd papers, 4-lb. 1-lb. 1-lb.....lb. 13                           |  |
| Sodium, Acetate, pure, gran.....lb. 15   | Tarpettime, Spirits, bbls., 72.....gal. 80-90  | in oil.....lb. 10   |  |
| Bicarbonate, Eng., keg, 24.....lb. 4-5   | Tassel, O. F.....oz. 1.65  | Black Lead, E. I., 25 lbs., 64.....lb. 3  |  |
| " Natrona, keg, 24.....lb. 3-5   | Urethane, O. F.....oz. .54   | German, 1 lb., 44.....lb. 6   |  |
| Bromide.....lb. 37-39  | Uricedim, 5 ozs.....dos. 15.00   | Blue, Celandine, dry.....lb. 10   |  |
| Carbonate, bbl., 1.....lb. 24  | Urotropia.....oz. .60  | Chinese, dry.....lb. 60   |  |
| Chtrate.....lb. 47   | Urotropin Tablets, 5 or 7 1/2 grs. dos. 3.00   | in oil.....lb. 55   |  |
| Glycerophosphate.....oz. 35  | Vaccine, Mulford's (Discount, 40 per cent.), 1 pkg. Glycerinized Lymph. containing 10 tubes.....1.00         | Paint, in oil.....lb. 9   |  |
| Hypophosphite, lbs., 85.....lb. 10-14  | 1 vial Glycerinized Lymph. containing sufficient for 50 vaccinations.....4.50                                | Prussian, dry.....lb. 50  |  |
| Hypophosphite, kg., 24.....lb. 5   | 1 pkg. Ivory Points, containing 10 points.....95-135   | in oil.....lb. 45   |  |
| Iodide, lb., 4.75.....oz. 40   | Glycerinated, F. Stearns & Co., Points (10 in a package).....1.00  | Soluble, 10 lbs., 45.....lb. 50   |  |
| Phosphate, cryst.....lb. 10  | Tubes (10 tubes in one wooden box, accompanied by one needle, rubber bulb and 10 temporary shields).....1.00 | Ultramarine, dry.....lb. 15   |  |
| Salicylate.....lb. 44  | Discount, 40 per cent.....oz. 65-85  | in oil.....lb. 4  |  |
| Silicate, Syrupy, bbl., 24.....lb. 5-10  | Vanillin (various brands).....oz. 65-85  | Brown, Stearns, burnt, dry.....lb. 4  |  |
| Sulphate.....lb. 3   | Veratrine, 1-oz., 2.75; Sulph., 1/2 lbs. ozs. 290  | in oil.....lb. 10-15  |  |
| Sommatose, 2 ozs.....dos. 8.25   | Veronal, 1-oz. oz., 1.60; 1-oz.....oz. 1.60  | Raw, dry.....lb. 4  |  |
| Sommal.....oz. 80  | Veronal Tablets, 5 grs., tubes, 15 ea. 40  | in oil.....lb. 10-15  |  |
| Sonolodol.....oz. 1.15   | " bts. 50.....ea. 1.15   | Spanish, dry, bbls., 1.....lb. 3  |  |
| Sparteine, Sulph., B & S.....oz. 75-100  | " 100.....ea. 2.25   | Vandyke, dry.....lb. 6  |  |
| Spermatine, Pochl, box 4 tubes.....oz. 3.00                                    | Water, Ammonia, 16 deg., carboy, 34 lb. 8  | in oil.....lb. 12   |  |
| Spirit Ether Nit., U. S. P.....lb. 52  | 20 deg., carboys, 44.....lb. 8   | Chalk, lump, bbls., 1.....lb. 3   |  |
| Streptolytic Serum, Stearns', 20 Oc. in two sero-bulbs of 10 Oc. each.....3.00 | 28 deg. (Conct.), carboy, 34.....lb. 10-12   | Green, Chrome, powd., 6-lb. cans, 10 lb. 12   |  |
| Discount, 25 per cent.....lb. 16   | Wax, Bayberry.....lb. 60-70  | in oil.....lb. 12-16  |  |
| Strontium, Nitrate.....lb. 12  | Carnauba, No. 1.....lb. 55-60  | Paris, bulk, lbs., 16-17; 1-lb., 18-20; 1-lb., 20-22; 1-lb., 22-25; in oil, lb. 22-27 |  |
| Bromide, lb., .65.....oz. 12   | Ceresia, yellow, cases, 18.....lb. 25-28   | Litharge.....lb. 10   |  |
| Iodide.....oz. 41  | Ceresia, white, cases, 21.....lb. 18-20  | Pumice Stone, bbl., 6.....lb. 3   |  |
| Lactate, lb. 1.25.....oz. 16   | Japan, cases, 15.....lb. 35  | powdered, bbl., 3.....lb. 6   |  |
| Salicylate, lb., 75.....oz. 13   | White, Star Brand, 60 lbs., 50.....lb. 55  | Putty, in bladders, bbls., 24.....lb. 24  |  |
| Strophanthin, c. p. cryst. grain 8   | White, S. B.....lb. 35   | in oil.....lb. 10   |  |
| Strychnine, Crystals, 1-oz. vials.....oz. 1.20                                 | Leonard's T. L. Brand, 60 lbs., 47 1/2 lb. 55  | Red, Indian, Eng., dry.....lb. 8  |  |
| powdered, 1-oz. vials.....oz. 1.20   | Yellow, select.....lb. 38  | in oil.....lb. 10-15  |  |
| Sulphate, 1-oz. vials.....oz. 1.20   | White Lead, Dry, pure.....lb. 10   | Lead.....lb. 8-10   |  |
| Glycerophosphate, ozs.....oz. 2.50   | Zinc American, lb., 10; French.....lb. 15  | Orange Mineral.....lb. 12   |  |
| Sulfonal, 25 ozs., 1.25.....oz. 1.35   | Whiting, bbls., 1.....lb. 3  | Rose Lake, Eng., dry.....lb. 5  |  |
| Sulphur, Flowers, bbls., 24.....lb. 4-5  | Witch Hazel Ext., 10 gals., 70. gal. 85  | Pink, Eng., dry.....lb. 15  |  |
| Precipitate, pure.....lb. 16-18  | Wood, Gualac, rasped.....lb. 6   | Tuscan, Eng., dry.....lb. 4   |  |
| Suprarenal Glands, Dessicated, powd., oz., 2.00; Tablets.....oz. 1.00          | Quassia Chips, bbl., 6.....lb. 7-12  | in oil.....lb. 25   |  |
| Saccharated.....oz. 1.20   | Red Saunders, bbl., 4.....lb. 6-8  | Venetian, dry, American, bbls., 1.....lb. 24  |  |
| Tablets, 1 grain, per 100.....oz. 40   | Sandal, ground.....lb. 40  | Vermilion, American.....lb. 20  |  |
| Capsules, 1 grain, per 100.....oz. 65  | Yohimbina Hydrochlor, 1-gramme vials.....each 5.00   | Chinese.....lb. 20  |  |
| Sycese, 2-oz. package.....each 1.00  | Tablets, 1-12 gr., 10 in tube.....each 1.00  | English.....lb. 50  |  |
| Takadiantase.....oz. 1.70  | Zinc, Acetate.....lb. 25-30  | Rotten Stone, bbl., 6.....lb. 3   |  |
| Liquid, 8-oz. bts.....dos. 6.00  | Carbonate, Precip.....lb. 28   | Umber, Burnt, bbls., 14.....lb. 3   |  |
| Tannigen, 25 ozs., .65.....oz. 75  | Chloride, granular, lbs., 22.....oz. 6   | Raw, bbls., 14.....lb. 3  |  |
| Tannopine.....oz. 75   | Iodide.....oz. 40  | White, China, dry.....lb. 20  |  |
| Tar, N. C. pine, Diamond brand, pts. dos. 95                                   | Oxide.....lb. 10   | Flake, dry.....lb. 15   |  |
| Tartar Emetic, powdered.....lb. 36   | Hubbuck's, 7-lb. boxes, 35.....lb. 38-40   | Lead, dry.....lb. 10  |  |
| Terebene.....lb. 65  |  | oil.....lb. 9-10  |  |
| Terpin Hydrate, cryst.....oz. 10   |  | Paris, English.....lb. 3  |  |
| in bulk.....lb. 45   |  | Whiting, bbls., 1.....lb. 3   |  |
| Theocin-Bayer.....ozs. 2.70  |  | Yellow, Chrome, dry.....lb. 10-15   |  |
| Theophyllin, B. & S.....oz. 1.40   |  | in oil.....lb. 10-20  |  |
| sodium.....oz. 1.50  |  | Golden, in oil.....lb. 16   |  |
| sodium salicylate.....oz. 1.10   |  | Ochre, French, dry, bbls., 14.....lb. 24  |  |
| Thigenol, lbs., 4.00.....oz. 32  |  | American, dry, bbls., 1.....lb. 3   |  |
| Thiochol.....oz. 1.40  |  | Zinc White, dry, American.....lb. 10  |  |
|  |  | in oil.....lb. 10   |  |



Beautiful  
thoroughbred  
Angora cats  
for your store  
or home.

Lovely pets,  
long fur, big  
tails.

Send 10 cents for pictures.

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to the world of my proprietary rights to the trade-mark names of Satin, Satin Skin, Satin-Skin (hyphenated), Satin Scent, etc., as applied to toilet preparations, soaps, perfumes, etc., is given by U. S. patent office registrations No. 21,618, 24,188, 27,354, 37,002, 42,397, Canadian 309,444. I promptly prosecute infringers, imitators, and sellers of substitutes. (Signed)

ALBERT F. WOOD, Detroit, Mich., Mfr. and Propr. of Satin Skin Cream, Satin Toilet and Talcum Powders, Satin-Skin Soaps, Satin Tooth Preparations, Satin Scents, etc.

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# American Druggist "WANTS" Page.

**THIS** Department is intended to be used as a medium for the exchange or sale of stores, the employment of clerks, and the securing of situations. Suitable notices of moderate length under this heading inserted one time free for subscribers; for each additional insertion Fifty Cents will be charged. Advertisements not in the foregoing classification Forty Cents per line.

## SITUATIONS VACANT.

**PILL MASS MAKER WANTED.**—A manufacturing pharmacist wishes to secure the services of a competent pill mass maker; experience large scale. Address "Manufacturer," care AMERICAN DRUGGIST.

**SPECIALTY SALESMAN WANTED IN TEXAS.**—We want a good, safe, honest, sober, industrious man to travel the State of Texas for our remedies. A young man preferred. We will give him a good deal, an accumulating salary—i. e., a commission on all sales over certain limited amount sold. Would be pleased to communicate with any such who might desire to come down and try their fortune in our grand empire State of Texas. W. L. Tucker, Waco, Texas.

## SITUATIONS WANTED.

**SITUATION WANTED.**—English pharmacist, with first-class experience in manufacturing analytical work, good business training, wants a position with American firm in England; manufacturing or executive work, or would represent good proprietary house. Address Surrey, care of AMERICAN DRUGGIST.

## BUSINESS OPPORTUNITIES.

**J. CONGER BRYAN, M.D.** announces that he has returned to resume his specialty, operative gynecology. He hopes that he will still retain the confidence of his professional brethren, who have confided in his honesty, integrity and professional rectitude for over 15 years, during which time no failures have occurred. Practice strictly limited to this branch. Member Alumni Association Lying-in Hospital. Office 71 West Eighty-third street; 12 to 2, 7 to 7:30 p.m., 4221 Riverside (5).

**CAPITALIST.**—Owners of Proprietary Medicine of 40 years' European standing, possessing originals of orders and testimonials from late Prince Bismarck, royalty, etc., absolutely unique, desire to turn over prescription and documents to party with necessary capital for introduction on large scale; references exchanged. Address J. A. B., care AMERICAN DRUGGIST.

**PATENT MEDICINES** bought, sold and exchanged; send us your list and get our terms. D. M. Brunor, 2543 Eighth avenue New York City.

**SHEEP DIP, ETC.**—A gentleman with special knowledge of the trade and an extensive connection in South Africa wishes to represent a manufacturer of sheep dip in that country; 11 years' experience. Address "Dip," Box 671, Sells Advertising Offices, London, England.

## SPECIAL ATTENTION.

I buy and sell Drug Stores exclusively. Expert service. Special Plan. Drug Men furnished positions. Employees furnished. It will pay you to write for particulars.

**F. V. KNIEST, R.P.,**  
"The Drug Store Man,"  
624 N. Y. L., OPIAMA, NEB.

## WANTED

a Glass blowing Establishment and depot for Chemical Apparatus for the Manufacture of Laboratory equipment. Address K. W. 4650, Care Rudolf Mosse, Cologne, Germany.

## THE STRICKLAND DRUG AGENCY AND DRUG CLERK'S REGISTRY OFFICE.

Established in 1863 in our present office for the sale of Drug Stores and allied business only.

At this season our offerings are numerous. Call and see our list in any section. We can supply your wants from \$500 up. If you want a store for removal write any business touching drugs. We are on deck. If you have a drug stock for sale advise us. We will buy anything and everything for a drug store.

This offering is worthy of your respectful thought. We will present the Klondyke Drug business, vicinity of New York City, to a druggist having \$10,000 or \$15,000 cash. An interest will be given at a fair fixed price based close to invoice. Good man more needed than the money, and only to a druggist qualified to assist the owner handling a trade of \$80,000 or over every year. This pharmacy is a marvel of completeness and beauty. A large force in this store requires the man of ability, system and steadiness necessary in an enterprise of this kind.

**NEW YORK CITY.**—\$25,000 yearly sales. 20,000 prescriptions. Rent, about \$1,200 yearly. One of the finest stocks. I can arrange easy terms. We have a party with \$2,000 to join in the purchase.

**BROOKLYN.**—\$30 daily. You can stay two weeks behind the counter on trial and buy for \$5,000, half cash.

**NEW YORK STATE.**—Long Island, \$10,000 yearly sales. Fine corner. Beautiful fixtures. \$35 rent. One of the best towns on South Side. Putnam County. \$15 daily. Rent \$165 yearly. Only store. \$5,000, half cash. Cortland County. \$5,000 sales. Two stores in town. Large complete stock. Price, \$5,600. Westchester County. Sales, \$40 daily. No heavy goods. A money earner corner. Rent, \$50. Price, \$7,000 cash. North Long Island. Sales, \$5,000. Price, \$2,500. Rent, \$30. Tompkins County. Sales, \$30,000. You can buy this offering at invoice.

**NEW JERSEY.**—Coast town. \$30 every day. Rent, \$400 yearly. Progressive city. First-class trade. Price, \$6,500.

**Jersey City.** Sales over \$40. Choice corner. Large stock. Price, \$9,000.—Jersey City. \$30 daily. Handsome and convenient pharmacy. Large store. Five or ten years' lease may be had. Price, \$5,000, part cash.

Note this. Lease, 20 years. Sales, \$50,000 yearly. Hustling New Jersey town. Price right. Terms right. The lease is a valuable adjunct to the holder, and is absolutely at variance with the custom these days.

## THE STRICKLAND DRUGGISTS' AGENCY.

36 Beekman St., New York City.

## Attention--Druggists A Paying Business For You

It requires but little capital. It occupies but little of your time. There is money in it for you. For full particulars and information—address

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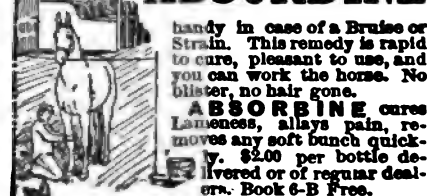
**THE** following Advertisement is one of a series now being run in all the important Horse and Farm Papers in United States, Canada and England.

Your demand for **ABSORBINE** will be greatly increased. Regular Jobbers can supply you. Mail me your card so I can place it on file and refer inquiries from your section to you for supplies.

## IT SAVES TROUBLE

and annoyance many times to have

## ABSORBINE



handy in case of a Bruise or Strain. This remedy is rapid to cure, pleasant to use, and you can work the horse. No blister, no hair gone. **ABSORBINE** cures lamenesses, allays pain, removes any soft bunch quickly. \$2.00 per bottle delivered or of regular dealers. Book 6-B Free.

**ABSORBINE, JR.,** for mankind, \$1.00 Bottle. Cures Badly Strained Joints or Ligaments. Kills Pain.

W. F. Young, P.D.F., 49 Monmouth St., Springfield, Mass.



**FOR** cleansing everything about a drug store or a soda fountain there is nothing equal to Hoffman's

## Barkeeper's Friend

Marble, Glass, Nickel, Brass, Copper, Tin and German Silver

can all be cleaned and polished with it easier than with anything else. Let us send you a FREE SAMPLE.

Highest Award, Chicago World's Fair, 1893. Louisiana Purchase Exposition, St. Louis, Mo., 1904.

**GEO. WM. HOFFMAN,**  
295 E. Washington St.  
Indianapolis, Ind.

FOR SALE BY JOBBING TRADE

Burdock has developed increased firmness owing to scarcity, and holders of the limited available supply ask 11c to 12c.

Golden seal has continued quiet and the recent advance has not been sustained, there being sales toward the close of the market at \$1.35.

Ipecac is held with increased firmness, prices having advanced during the interval to \$1.85 to \$2.00 for both Rio and Carthagena.

Kava Kava is well held, and we hear of no sales at under 11c to 12c.

Mandrake has eased off since our last, and recent sales were at 4½c to 4¾c.

Musk is firmer in sympathy with other Russian products and 13c to 14c is now named.

Pink is scarce and values are tending upward, with holders now asking 35c to 38c.

Rhatany is in better supply and holders are more free to offer at 10c to 12c.

Rhubarb, of the cheaper grades, is held less firmly, and we hear of sales at 19c.

Senega is maintained in firm position and recent sales were at 60c to 61c, as to quality and quantity.

Serpentaria is without new feature of interest; sales since our last were at 37c to 39c for Texas, and 40c to 42c for Virginia; Canada held and selling at 11½c to 25c.

Squills has developed increased strength and holders show no disposition to shade 4c to 5c.

Valerian, Belgian, continues scarce and wanted, and the inside quotation has been advanced to 7½c, with up to 8c named.

#### Seeds.

There has been a fair jobbing movement in seeds since our last, and values continue firm on most varieties. Russian anise has advanced to the range of 6¾c to 7c. Colchicum is well held at 21c to 25c. Russian wormseed is maintained steadily at 17c to 17½c. Coriander is in upward tendency owing to diminishing spot supplies, and natural Russian is held at 8c to 8½c, and bleached at 9c to 9½c; Bombay natural quoted 6c to 6½c, and bleached Morocco, 10½c to 10¾c. Celery is in good demand and firm, at 7¾c to 8c. Sunflower has declined owing to arrivals of new crop and spot quotations are now 4½c to 4¾c.

#### Work of the National Association of Retail Druggists in New York.

The two organizers engaged by the M. A. R. D. have collected enough money since they started work to pay their salaries, amounting to \$75 a month each. The organizers have had to overcome a wrong impression in the retail drug trade recently. Some members of the trade have been under the impression that all they had to pay was \$7.50 and that this included the organization fee, the N. A. R. D. dues and subscription to *Notes*. They have objected to paying \$8.50, the M. A. R. D. dues, with an additional 50 cents for the increase in the price of *Notes*. This is a false impression. Druggists are supposed to pay \$8.50 dues, of which \$5 goes to Chicago as dues to the national association and subscription to *Notes*, and the remainder goes to the M. A. R. D. There is no longer any organization fee.

Manager DeShetley, of the N. A. R. D.'s Department of the East, expresses himself as much gratified with the progress of the work in his charge during the past two or three weeks. Most of the work now consists of strengthening the permanent organizations effected in the different districts of the city. The work is necessarily slower than formerly, but the association is steadily gaining ground here. No further steps have as yet been taken toward forming a permanent organization in the few districts remaining to be organized, and probably nothing to this end will be done until the M. A. R. D. is prepared to

go ahead with that work or thinks the time is ripe for such action.

The cases against various department stores which have been brought by the Peruna Company are still pending, the hearings having been postponed in order to give the company's attorney, Mr. Reid, sufficient time to prepare replies to the answers made by the firms involved. Mr. Reid was expected to arrive in this city last week, and as soon as he does these cases will probably be expedited. It is understood that later on one or two more organizers may be put in the field by the N. A. R. D., although nothing definite has as yet been decided in this respect. Complaints are growing less and less in this city, and the situation in the whole Eastern section is, we are pleased to say, very satisfactory.

#### The Indian Territory Board of Pharmacy.

The Board of Pharmacy of Indian Territory met at Muskogee, I. T., October 17, 1905, with all the members present. L. Mathews, president of the board, retired from office and H. M. Mitchell, Vinita, I. T., the newly appointed member of the board, was qualified and took his place as a member. His appointment is for five years.

A class of 22 took the examination and the following made the grades ranging from 75 per cent. to 91 per cent. general average:

Mrs. C. D. Almon, Muskogee; C. C. Chatham, Hoffman; F. L. Hughson, Centralia; R. B. King, Helena, Ark.; W. L. Karr, Mounds; G. E. McCreery, Tulsa; L. L. Moore, Muskogee; Henry McCreary, Bennington; E. L. Martins, Tulsa; C. B. Mills, Garven; M. Z. Mitchell, Hartshorn; Frank Selvidge, Burneyville; Paul Sanger, Tulsa; Maybel Taylor, Muskogee; T. A. Trowick, Francis, I. T.; S. A. Wynn, Campbell, I. T.

The colleges and departments of pharmacy of universities joining the conference of Pharmaceutical Facilities at the recent meeting of the conference at Atlantic City, were enrolled on the list recognized by the Board of Pharmacy for the Indian Territory.

The next meeting of the board will be held in Poteau on January 16, 1906. Poteau is centrally located from north to south, but is in the eastern part of the Indian Territory; has four railroads and is accessible to a large part of the Cherokee and Choctaw Nation.

#### The Rudest Man of His Age.

John Hunter, the famous British surgeon, anatomist, physiologist and medical writer, who died in 1793, was one of the rudest men of his age. He returned home late one evening from his round of professional calls and found his wife entertaining a few friends. Grimly he walked into the center of the room, stopped and looked around. "I knew nothing of this kick up," he said, "and ought to have been informed. As I have returned home for the purpose of studying, I hope the present company will retire at once." They retired.

#### The Antiseptic Babe.

BY EDNA KINGSLEY WALLACE.

We can sterilize his bottles, we can boil his little mug;  
We can bake his dannel bandages and disinfect the rug  
That envelops him when he partakes of medicated air,  
But there's one impossibility that leaves us in despair—  
And a not unjustifiable one, you will allow—  
To wit: we fear 'twould never do to sterilize the cow!

So we feed the baby Medicus' hygienic dope,  
And we wash his face with germicidal antiseptic soap;  
And we brush his little tootums—or the place where they will be—  
With diluted glyco-thymoline, most sanitari-lee;  
Then despair to see a milky effervescence supervene  
On a countenance which theretofore was surgically clean.

Thus although we strive to conquer every septic circumstance,  
Yet we greatly fear a ghastly alimentary mischance;  
For albeit we bake and boil his things, and scrub and soak and  
souse,

As if in his anatomy forever cleaning house—  
The recklessness with which he sucks his vagrant tiny thumb  
Imperils much his antiseptic little tum.

We are careful of his hours, we are thoughtful of his toys;  
We are mindful of his sorrows and judicious of his joys;  
We are prayerfully considerate of needful discipline,  
Of our little "Mother's Handbook" and the precepts writ therein;  
And we strive to render sterile all designed for mouth or tum,  
But one frightful danger menaces—we cannot boil his thumb!

—Harper's Magazine, August, 1905.

# Armour's Hot

## The Best and

### CARNATION CHINA URN FREE

Strikingly Handsome and Original

**Description.**—The Urn is 29 inches high, and has a Carlsbad China cylinder fitted over a 2-gallon copper tin-lined water tank that will not rust, on a nickel base, with water gauge and wrought iron legs, and a gasoline heater. It is richly finished and decorated, and is an ornament to any counter. If properly handled it will last for years.



FREE WITH EACH

#### Carnation China Urn Case

The price asked for this Case is the list price of the supplies it contains for making drinks. Positively no charge is made for the China Urn, Mugs, etc. Each Case contains sufficient supplies to make about 2000 drinks. Price of Urn and Stove when not packed with the above assortment \$10 net. Sold by all wholesalers. Send for catalogue of all offers.

Price, \$25.00 East of Missouri River

Price, \$30.00 West of Missouri River

THIS OFFER IS LIMITED.

We reserve the right to discontinue it at any time

#### CONTENTS OF EACH CASE

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| One China Urn, complete, with Gasoline Heater..... | Free | Four 2-lb. Fancy Jugs Vigoral (New Porcelain Jug)..... | List Price |
| Six Carlsbad China Mugs.....                       | "    | One 12-oz. Bottle Tomato Bouillon ..                   | " "        |
| One Vigoral Hanger, "The Drinking Girl".....       | "    | One 5-lb. Bottle Tomato Bouillon ..                    | " "        |
| One French Plate Glass Vigoral Sign.....           | "    | One 12-oz. Fluid Beef.....                             | " "        |
| One French Plate Glass Hot Beef Tea Sign.....      | "    | One 5-lb. Bottle Fluid Beef.....                       | " "        |
| One French Plate Glass Tomato Bouillon Sign.....   | "    | Two 1-lb. Bottles French Bouillon.....                 | " "        |
| Twelve Strip Signs.....                            | "    | Two 2-lb. Jugs "A-A" Fluid Beef ..                     | " "        |
| A Card of Directions.....                          | "    | Four 1-lb. Cans Chicken Broth.....                     | " "        |

THIS URN FREE WITH EACH

### Vigoral Urn Case

Price, \$20.00 East of Missouri River,

Price, \$25.00 West of Missouri River

#### CONTENTS OF EACH CASE



|   |            |
|---|------------|
| One Patent Urn, with Reservoir.....   | Free       |
| One Odorless Gasoline Stove — new.....  | Free       |
| (Will burn 10 to 12 hours without refilling)                                  |            |
| Six Carlsbad China Mugs, our importation.....                                 | Free       |
| (Original Carnation decoration; very handsome)                                |            |
| One Vigoral Hanger, "The Drinking Girl".....                                  | Free       |
| (A new one in 12 colors)  |            |
| One French Plate Glass Vigoral Sign.....                                      | Free       |
| One French Plate Glass Hot Beef Tea Sign.....                                 | Free       |
| One French Plate Glass Tomato Bouillon Sign.....                              | Free       |
| (Elegant signs in colors)   |            |
| Twelve Window and Mirror Signs—new.....                                       | Free       |
| (Just the signs to paste on mirrors and windows on a cold day to catch trade) |            |
| Four 2-lb. Jugs Vigoral.....  | List Price |
| One 5-lb. Bottle Fluid Beef.....  | List Price |
| One-fourth Dozen large size Bottles Fluid Beef.....                           | List Price |
| One 5-lb. Bottle Tomato Bouillon.....   | List Price |
| Two 1-lb. Cans Chicken Broth.....   | List Price |

Supplies sufficient to make from 1200 to 1600 drinks in each case. The price asked for this case is the list price of the supplies it contains for making drinks. Positively no charge is made for Urn, Mugs, etc., etc. Order at once to secure Urn. Trade supplied by all jobbers. Receipts for serving in each case.

Price of Urn and Stove when not packed in Vigoral Urn Case, \$7.00 net.

## ARMOUR & COMPANY, Chicago

# Drink Supplies

## Go Farthest



## A NEW OFFER!

# Vigoral Dispensing Case

Price, \$7.20 Each

### CONTENTS OF CASE

One 2-lb. Fancy Jug Armour's Vigoral.  
Two 2-lb. Fancy Jugs Fluid Beef.  
One 2-lb. Fancy Jug Armour's Tomato Bouillon  
One-half Dozen Imported China Mugs, (Carnation Decoration)  
One Vigoral French Plate Glass Sign  
One Tomato Bouillon Lithographed Hanger  
One Set (6) Strip Window Signs

Each case contains sufficient supplies to make 700 to 800 drinks. All goods packed in fancy dispensing jugs. A big profit in this case.

Trade Supplied by all Jobbers



**TOMATO BOUILLON.** For Oyster Cocktails and Hot Drinks. Will keep indefinitely in any climate.

## VIGORAL The Most Delicious of all Beef Drinks

For serving hot drinks, bouillon, broth, etc. A combination of all the stimulating properties of prime lean beef, highly seasoned, and ready for immediate use. May be served hot or cold. You cannot make a poor drink if you use Vigoral.

### CHICKEN BROTH

A concentrated Chicken Broth, possessing the real chicken flavor. It is packed in one-pound packages only. If entire can is not used at the time it is opened it should be set on ice, otherwise it will not keep for any length of time after it is opened.

### FRENCH BOUILLON

A seasoned Fluid Beef of delicate and piquant flavor.  
1-lb. Bottles. 2-lb. Fancy Jugs. 5-lb. Bottles or Jugs.  
10-lb. Jugs. Also packed in 4-oz. Bottles.

### CELERY BOUILLON

Where a celery flavor is desired this product will give entire satisfaction.

2-lb. Fancy Jugs. 5-lb. Bottles or Jugs. 10-lb. Jugs.

### MOCK TURTLE

Has a tempting flavor. A popular drink.  
2-lb. Fancy Jugs. 5-lb. Bottles or Jugs.



2-lb. Jug Vigoral

# ARMOUR & COMPANY, Chicago

## Opportunities for Export Trade

(Written for the American Druggist.)

### PHARMACY IN EGYPT.

BY ALBERT ZIMMERMANN, PH. G.

Pharmacy is conducted on a very modern scale in Cairo and the other large cities of Egypt. The stores are not so large as our stores at home, but in Cairo they are more spacious than the shops in the more ancient of the Egyptian cities. In the newer portions of Cairo and Alexandria the buildings and stores and methods of business are decidedly modern.

In Cairo the drug stores are about as thickly distributed as we find them in our cities at home, though much smaller in size. They carry a varied stock, including drugs, toilet and other articles, such as are usually found in American drug stores. They sell



Native Apothecary in the Old Quarter of Cairo, Egypt.

French preparations chiefly, but a fair amount of English goods are also dealt in. American goods are not sold to any great extent, though the large number of Americans who visit Cairo annually are creating an increased demand, which will tend to increase American export trade with Egypt.

The European stores have well fitted show windows and use them to advantage in displaying their merchandise; the native stores have no show windows, the narrow fronts of their small stores being used as entrances. The business season extends from October to April, practically no business being done during the summer months. The population of Cairo in the summer time is 900,000, and in winter 1,500,000. Some of the more enterprising American proprietary medicine manufacturers have gone into the country to introduce their goods, advertising

them thoroughly to the foreign and native people, and this advertising seems to be yielding them fairly good financial returns.

But American goods are not, as a rule, well represented in Egypt. To successfully establish a sale for them it would be necessary to keep a stock on hand at some agency or central depot, from which the immediate demand could be supplied at short notice. Most of the established firms in Cairo and Alexandria speak of the distance which separates the United States from Egypt, and complain that it takes too long a time for correspondence by mail and the shipment of goods. They accordingly patronize manufacturers in England, France and Germany.

The most prominent pharmacists in Cairo, who make a specialty of handling American goods, are K. Tchavonchyan, whose store is located in the main street in the newer Cairo, and Max Fischer, who also has a store in Alexandria.

### The Complaint About Insufficient Postage on Foreign Letters.]

Complaints from English sources regarding the carelessness of American correspondents in the matter of properly prepaying letters and circular matter sent by mail are common enough, but it is also a common complaint among New York importers that circular matter sent from England is frequently insufficiently stamped, as a recent communication in the *London Pharmaceutical Journal* attests. A New York house writes: "It is a common complaint over here that circular matter sent from England is frequently insufficiently stamped; for example, on a circular letter we received from an English firm this week we had to pay a tax of 6 pence for deficient postage, caused by the fact that the signature to the letter was apparently written in ink and not printed. Postal officials here are very exacting, and the continual demand for excess postage on foreign mail does not tend to aid the furtherance of amicable business relations. The postage from England for first-class matter is 2½ pence per half ounce, and not 1 penny, as many English concerns seem to think."

### AN OPENING FOR AMERICAN ALKALI MANUFACTURERS.

Special Agent Burrill has sent from Shanghai to the Department of Commerce and Labor a very interesting report on the sale and use of alkali in China. He explains that the entire business is practically controlled by one English firm—Brunner, Mond & Co., Limited, of Norwich, England—which has enjoyed the monopoly since 1901 and which is likely to continue to do so for some time. The firm, he says, established a branch in Shanghai in 1904 and has run the Chinese product out of the market. Continuing, he says:

"By a business agreement among the English manufacturers of this material Brunner, Mond & Co. are entitled for a period of years to sole representation in the Chinese market, and they will not be disturbed in that monopoly until the time expires by limitation, when, it is assumed, English competition will make its appearance. The products sold here and consumed almost exclusively by the Chinese are:

- "1. Ninety-eight per cent. soda ash (carbonate of soda).
  - "2. Caustic soda (three grades), 97 to 98, 90 to 92 and 76 to 78 per cent. Also a small demand for hundredweight drums.
  - "3. Bicarbonate of soda (two grades), refined and mineral water.
  - "4. Soda crystals.
  - "5. Concentrated crystal soda (sesqui carbonate of soda).
  - "6. Chloride of lime.
  - "7. Sulphate of ammonia (artificial manure).
- "There is also a limited call for muriate of ammonia and for



# Antidiphtheric Serum



## THE PHYSICIAN'S FAVORITE SERUM

**P**ARKE, DAVIS & CO.'S DIPHTHERIA ANTITOXIN is manufactured with scrupulous care.

It is exactly standardized, tested and retested.

It is supplied in hermetically sealed glass containers, with syringe attachments—ready for immediate use.

It is the favorite serum of the medical profession.

*Bulbs of 500, 1000, 2000, 3000  
and 4000 units.*

### NOTICE.

*We protect you against loss  
by accepting unsold Antidiph-  
theric Serum in exchange.*

## PARKE, DAVIS & CO.

LABORATORIES: DETROIT, MICH., U. S. A.; WALKER-  
VILLE, ONT.; HOUNSLOW, ENG.

BRANCHES: NEW YORK, CHICAGO, ST. LOUIS, BOSTON, BALTI-  
MORE, NEW ORLEANS, KANSAS CITY, INDIANAPOLIS, MINNEAP-  
OLIS, MEMPHIS, U. S. A.; LONDON, ENG.; MONTREAL, QUE.;  
SYDNEY, N. S. W.; ST. PETERSBURG, RUSSIA; SIMLA, INDIA;  
TOKIO, JAPAN.

voltoids (tablets used as substitutes for sal ammoniac in electric batteries).

"The selling prices laid down in Shanghai, including freight, insurance, customs duty and landing charges, put up in weights or multiples of weights familiar to the Chinese and consequently attractive to the native purchaser, are as follows, in Shanghai taels (one tael is about 61 cents, according to rate of exchange):

| (1 picul = 133 1-3 pounds.) |      |                                |            |
|-----------------------------|------|--------------------------------|------------|
| Soda ash:                   |      | Per picul.                     | Per picul. |
| 1-picul cask.....           | 3.71 | Bicarbonate of soda:           |            |
| 2-picul cask.....           | 3.65 | Refined, 1-picul keg.....      | 4.30       |
| 8-picul cask.....           | 3.48 | Refined, 2-picul keg.....      | 4.17       |
| 4-picul cask.....           | 3.42 | Mineral water:                 |            |
| 9-picul cask.....           | 3.28 | 1-picul keg.....               | 3.60       |
| 1-picul bag.....            | 3.55 | 2-picul keg.....               | 3.47       |
| 2-picul bag.....            | 3.42 | Soda crystals, 2-picul casks.. | 2.69       |
| Caustic soda:               |      | Concentrated crystal soda:     |            |
| 97 to 98 per cent., 1-picul |      | 1-picul cask.....              | 3.75       |
| drum.....                   | 6.52 | 2-picul cask.....              | 3.50       |
| 97 to 98 per cent., 5-picul |      | 100-weight cask.....           | 3.75       |
| drum.....                   | 5.90 | Chloride of lime:              |            |
| 97 to 98 per cent., 650-lb. |      | 100-pound cases (per case)     | 5.50       |
| drum.....                   | 5.90 | 336-pound iron drums.....(a)   |            |
| 90 to 92 per cent., 1-picul |      | Sulphate of ammonia, 2-picul   |            |
| drum.....                   | 6.17 | bags.....                      | 6.25       |
| 90 to 92 per cent., 5-picul |      |                                |            |
| drum.....                   | 5.54 |                                |            |
| 76 to 78 per cent., 1-picul |      |                                |            |
| drum.....                   | 5.69 |                                |            |
| 76 to 78 per cent., 5-picul |      |                                |            |
| drum.....                   | 5.06 |                                |            |
| 76 to 78 per cent., 100-wt. |      |                                |            |
| drum.....                   | 5.90 |                                |            |

"The business of Brunner, Mond & Co., starting from nothing, has grown to large proportions. Their sales have reached 1,500 tons of 2,240 pounds a month of all products, and rarely fall below 500 tons of 2,240 pounds a month, at an average price of approximately \$50 a ton. In order successfully to compete with this firm it would be essential to build a warehouse on the water front at a cost of \$20,000 in round numbers to carry the stock required for current business. For this amount a three-story building could be erected and the two upper stories could be leased at a good annual rental. Such a warehouse would save storage charges by the wharf company, a considerable item in Shanghai. There are practically no storage facilities here except those owned by Jardine, Matheson & Co., an English concern, and the China Merchants' Steam Navigation Company, a Chinese company.

"Cargoes arriving at this port may remain in a temporary warehouse built of corrugated iron for ten days free of charge. A monthly charge is then made and if the cargo remains one day over the ten days permitted for handling and delivery the consignee is compelled to pay a full month's storage charge. For illustration, on a 9-picul cask 64 cents gold a month is charged for storage, and other packages are assessed proportionately. It would also be essential for a competing firm to possess a capital sufficient to withstand a cut in prices, for Brunner, Mond & Co. would vigorously resent an invasion of their monopoly and would employ every means calculated to discourage a competitor.

"Payments are made by the Chinese buyer in ten-day native bank orders against the delivery of the goods and are regarded as good as gold. The field is open to a live, up-to-date competition and looks promising. An extensive annual increase in the demand for these products is confidently predicted, and there is abundant reason why the American manufacturer should cultivate this territory and obtain a commercial foothold before the existing agreement expires by limitation and English manufacturers begin to flood the market."

#### Turkish Preparations from Grape Juice.

Thomas H. Norton, United States Consul at Harput, Turkey, describes several Turkish preparations from grape juice which strike him as worthy of consideration, possibly of imitation, as follows:

##### BASDUK.

Freshly expressed grape juice is evaporated down to the consistency of molasses. A considerable amount of flour or starch is mingled with it and the mixture is spread in thin sheets upon cotton cloth and exposed for two days to the sunshine. After drying, these are then removed from the cotton (a damp cloth being applied to the reverse side in order to

loosen the sheets), and for three months they are preserved in tightly closed jars. After this period there seems to be no risk of decomposition in the product, which resembles leather in pliability and appearance, the color being that of the grapes employed at the outset.

##### KESSME.

This preparation differs from the preceding in that coarse wheat grits are employed instead of flour or starch, and the resultant product is obtained in cakes half an inch thick after drying on metal plates. It is less tough than the basduk and more savory.

##### SUJUK (BOJIK, IN ARMENIAN).

The meats of walnuts are strung closely together on pieces of stout twine a yard long. These strings are immersed in the mixture of grape molasses and flour described above, and after receiving a coating about one-fourth of an inch in thickness are withdrawn and hung up to dry.

The last two are preserved for a few months in jars, as in the case of the basduk.

These three preparations are excellent articles of food, the last two being especially savory. They offer much nutriment in a compact form and are exceptionally well adapted for the needs of the Oriental traveler.

In these days of "grape cures," when unfermented grape juice is prepared on a large scale for the use of invalids and the anæmic during the months when fresh grapes are not easily



The House in Grimstad, Norway, Where Ibsen Served His Apprenticeship in Pharmacy.

obtained, it might be well to consider whether these condensed forms of grape juice might not be advantageously introduced into American dietaries.

Mr. Norton found these grape preparations attractive and satisfactory additions to the somewhat limited list of comestibles available and exceedingly convenient when journeying.

#### The Mexican Tariff on Proprietarys Not Changed as Reported.

Manufacturers of proprietary preparations in New York who cater to trade in Mexico are not disturbed over press advices from Mexico City announcing that the Mexican Government has increased the duties on patent medicines to a prohibitive figure. The advices stated that the prime object of this action on the part of the Mexican Government was to encourage the manufacture of such articles in that country. One of the largest manufacturers of this class of goods in this city said to a representative of the AMERICAN DRUGGIST that so far as he knew the tariff situation in Mexico, as affecting patent medicines, remains unchanged; in fact, he said that while he had been advised of changes in the duties on other goods the tariff on patent medicines had not been altered, as press reports stated. The Mexican tariff on patent medicines, he added, had always been prohibitive, and in consequence many United States manufacturers of such articles had their own manufacturing plants in Mexico.

# AKARALGIA MERRELL

A new and most attractive form of exhibiting the valuable properties of pure Sodium Salicylate, (From Natural Wintergreen Oil) overcoming chronic migraine by single daily doses.

Send for Literature:  
"A New Remedy and Cure for Migraine."

Generally prescribed:  
"Akaralgia, 1 bot."



The demand for Akaralgia will steadily increase as it is advertised in the leading Medical Journals.

If you do not have it in stock order from your Jobber one-quarter dozen or more and be prepared to fill your Physicians prescriptions promptly.

\$6.75 net—dozen.  
Broken dozen same rate.

**SIMPLICITY**

**PALATABILITY**

**EFFICACY**

**Your Jobber Supplies MERRELL "LINE" Goods at 40% discount, regardless of quantity.**

Fluid Extracts, Tablets, Pills, Elixirs, Granular Effervescent Salts, &c., &c.

WRITE

**"Merrell"** and the results will please you.

ON YOUR ORDERS

**THE WM. S. MERRELL CHEMICAL CO.**

New York.

Cincinnati.

San Francisco.

## THE AMERICAN FLOATING EXPOSITION.

**A Sixty Thousand Mile World-Girdling Tour of American Products—Main Trade Centers to be Visited—A Combined Exhibit to Represent the Drug Interests.**

The Export Shipping Company, of New York, has adopted a suggestion made by an officer of the Department of Commerce and Labor in an article appearing in the *Geographic Magazine* in 1901. It is proposed to equip a large steamer and furnish space thereon to American manufacturers to make a display of their products and send them around the world on a 60,000-mile trip, to consume about 15 months.

The plan proposed is to allow each person who subscribes for 40 square feet of space or more to display his goods and to send on the steamer a representative whose duty it will be to see that the exhibit is properly arranged at each port, to meet the merchants and dealers invited to inspect the exhibits, explain the utility and advantages of the goods, quote prices delivered in the country of consumption, terms under which goods are sold, appoint agents, extend the sale of the goods, ascertain what the markets of the country demand, the competition to be met, etc. This representative should also satisfy himself by a personal investigation that any agent so appointed to represent his principal shall be of good character and financially able to meet his obligations. If the standing of agents is carefully gone into there should be no objection to extending ordinary business credit, and no more risk in doing so than is experienced in granting time payments to domestic customers.

## KEEN INTEREST AROUSED.

The undertaking is likely to create wide interest in the commercial world, and its progress will be watched keenly by the various trade journals and newspapers, so that every merchant in the countries visited will be familiar with the fact that the exposition is to call at his ports. In these circumstances it will not be a hard matter to induce him to visit the ship. The date of arrival in the ports will be advertised, and all interested will be advised to obtain tickets of admission at the newspaper offices, the Chamber of Commerce, the American Consulate, or at the office of the Export Shipping Company. It is also proposed to print, in the language of each country, a catalogue showing the name of each exhibitor, the name of his representative, the position of the display in the ship, and a full description of the goods exhibited. As in some instances it will not be possible to obtain direct land communication, it will be necessary to bring the visitors off in launches, which will also necessitate serving lunch on the steamer as well as insuring sufficient time for each visitor to examine thoroughly each and every exhibit on the ship. The luncheon should provide a most excellent opportunity for the demonstration of American food products.

## A SCHOOL OF LANGUAGES.

All firms participating will be required to conform to reasonable rules, and the representatives on the ship will be afforded opportunity to acquire a knowledge of French, Spanish and German and expected to improve it. In this way such representatives will gain knowledge of trade conditions and the ability to answer letters, upon returning home, in the language of the inquiry. If sufficient sales are not consummated while on the trip to reimburse the participants for their expenditure, at least the seed will be sown in fertile ground, which will bear fruit in years to come.

The voyage of the American Invasion, or the American Floating Exposition, as it has been named, is to begin with the year 1906, and the itinerary includes stops at the principal ports of Great Britain, Russia, Sweden, Norway, Denmark, Germany, Holland, Belgium, France, Spain, Portugal, Italy, Austria, Greece, Turkey, Bulgaria, Egypt, India, China, Japan, Australia, New Zealand, Ecuador, Peru, Chile, Uruguay, Brazil, the northern South American countries, Central America and the West Indies, making a sea voyage of about 60,000 miles.

The ship is to be equipped with three decks for purposes of displaying samples of what the United States has to sell to her

neighbors, and the space available for the purpose is about 30,000 square feet.

The plan will appeal particularly to firms who already have an export trade and agents in the different countries, as the agents would assuredly be flattered to receive a visit from the representative of the manufacturers, and the opportunity would afford a splendid chance for calling the attention of his customers and others interested to the display, and also allow him to explain on the spot what special facilities or changes in standard goods or manner of putting on sale will lead to an increase in business.

The expense of the trip is to be borne entirely by sale of space on a mutual basis. The available space is 30,000 square feet, and the price is fixed at \$50 per square foot. The prospectus of the promoters shows in detail the estimated expenses, and the surplus remaining at the termination of the trip is to be returned to those who participate pro rata. It is expected that the net cost of space will not exceed \$35 per square foot of space and \$500 for meals and incidental expenses of the representative. This, on a basis of 40 square feet of space, means that the entire cost for traveling expenses and showing samples will be about \$5 a day.

The exhibits will be cared for and all necessary janitor service, lighting and a limited amount of power for working exhibits will be furnished without extra expense. The promoters call attention to the fact that the enterprise is not designed as a money making plan, but is intended to be a dignified, broad minded plan to further the cause of America's export trade.

It is desired, and efforts are being made, to have the exposition representative of as many different lines of prominent American manufacturers as possible or practicable, and to have the exhibits arranged in such a manner that the attention of interested merchants in foreign countries will be held and impressed thereby.

The undertaking is not based on the principle that the manufacturers who engage in the trip are to make deliveries of goods sold, as the rules provide that the exhibits must not be sold or given away, but shall remain intact, and be on display at each port where the steamer may stop. These stops will be of from two to seven days' duration, and during this time the ship will be thrown open to the inspection of invited guests, who will comprise the leading merchants of the countries visited.

The invitations will be distributed by the branch houses of the Export Shipping Company in each country, the United States Consular offices, the Chambers of Commerce and Boards of Trade, care being exercised to secure the attendance only of responsible merchants and jobbers who are anxious to enter into trade relations with the United States.

## MAIN POINT OF EXPOSITION.

The main point of the exposition is to be that each manufacturer participating in the enterprise shall have facilities afforded him of obtaining a resident agent in each country who shall agree to act as selling agent and who shall keep in stock a supply of the articles where this plan is possible, and where impracticable to carry a stock shall at least have a sample to show to intending purchasers.

## DRUG INTERESTS TO BE REPRESENTED.

There are so many nonconflicting lines in the drug trade which could be represented with advantage in this floating exposition, but which could not undertake to send individual representatives, that it has been proposed to have a joint exhibit covering various drug and allied interests of a noncompeting character. Full particulars regarding this proposed joint exhibit will be furnished on application by the Export Shipping Company, Bowling Green Building, or by the manager of the Foreign Department of the AMERICAN DRUGGIST.

Customer: "The doctor said that the medicine was to be taken in a recumbent posture; we have none, and I cannot borrow one at the neighbors. Can you tell me where I can find one? One neighbor said that she had had one, but had lost it."

# Popularity and Price Protection

## POPULARITY

LAXATIVE BROMO QUININE originated as the first product of its kind and through merit and continuous extensive advertising it has become an absolutely staple article.

## PRICE PROTECTION

The terms and discounts on LAXATIVE BROMO QUININE from the beginning have afforded a most liberal profit, and now, by the adoption of the DIRECT CONTRACT AND SERIAL NUMBERING PLAN, this profit is absolutely insured to the retail dealer. The support of this Plan by the Retail Drug Trade demands, simply, that EVERY INDIVIDUAL Druggist shall sign the contract. Those who have not done so should sign and have the contract properly recorded without further delay.

## **SPECIAL DATING OFFER**

**JANUARY 1st. 60 DAYS.**

If a supply of LAXATIVE BROMO QUININE is needed, or if the stock on hand will permit it, the DATING OFFER now in force enables the Druggist to purchase a quantity, obtaining the regular free goods to be delivered at once and invoice dated January 1st, 1906, for cash discount.

## **LAXATIVE BROMO QUININE**

**Price \$1.75 per dozen.**

|  |                                  |
|--|----------------------------------|
| 6 dozen lots, 1 dozen free, . . . . .                          | Cost \$10.50 or \$1.50 per dozen |
| 12 dozen lots, 2 dozen free, 5 per cent. trade discount, " "   | 19.95 or 1.43 " "                |
| 36 dozen lots, 6 dozen free, 8 per cent. trade discount, " "   | 57.96 or 1.38 " "                |
| 60 dozen lots, 10 dozen free, 10 per cent. trade discount, " " | 94.50 or 1.35 " "                |

**WHOLESALE DRUGGISTS WILL ACCEPT ORDERS UNDER THIS DATING OFFER.**

---

**PARIS MEDICINE COMPANY,**  
**SAINT LOUIS AND LONDON.**



**On Displaying Goods.**

Some of the goods of the druggist are unlovely but some are so attractive that to see them is to buy them. For this class of goods proper and artistic display is everything, and this cannot be had except by the use of properly constructed show cases. The newly issued catalogue of the Grand Rapids Fixture Company, Grand Rapids, Mich., shows a number of combination show cases which cannot but commend themselves to the discriminating druggist seeking to build up his trade. Write them for a copy of this catalogue. It is full of valuable hints on display. When writing please mention the AMERICAN DRUGGIST.

**Mr. Dooley on "Medical Science."**

"The pa-apers tell me that midical science has kept pace with th' hop-skip-an-a-jump iv mechanical inginooty. Th' doctors has found th' mickrobe iv ivrything fr'm lumbago to love, an' fr'm jandicy to jealousy, but if a brick bounces on me head I'm crated up th' same as iv yore an' put away. Rocyfellar can make a bar'l iv manny out iv a bar'l iv crude ile, but no wan is able to make a blade of hair grow on Rocyfellar. They was a doctor over in France that discovered a kind iv a thing that if 'twas pumped into ye would make ye live till people got so tired iv seein' ye around they cud scream. He died th' nex' year iv premachure ol' age. They was another wan cud insure whether th' nex' wan would be a boy or a girl. All ye had to do was to decide would it be Arthur or Ethel an' lave him know. He left a family iv unmarredgable daughters."

**A Texas Branch of the Liquid Carbonic Company.**

The Liquid Carbonic Company on November 1 opened its Dallas, Texas, establishment as an independent branch, and will hereafter make all shipments to Texas, Indian Territory, Oklahoma, Republic of Mexico, New Mexico and Arizona from the Dallas establishment. The company will carry a full and complete stock of apparatus and supplies for the bottling and dispensing trades, including extracts, fruits, syrups, etc., and will maintain an extensive and fully equipped showroom, where will be exhibited the most recent types of liquid carbonators and soda fountains. This branch will be under the management of L. M. Moyer, who has been connected with the St. Louis branch establishment for the past six years, and who is thoroughly familiar with the trade requirements of the Southwest.

**Artistic Souvenir Post Cards.**

Curt Teich & Co., 117-123 E. Lake street, Chicago, are sending a new list of 100 numbers of comic, fancy and art cards to every dealer requesting it. Every one of these numbers has proven to be an excellent seller.

Comic cards sell at the present time very rapidly, but the colored view card is the card which will always sell and you will make no mistake in placing your order for these illustrated cards, showing the most prominent buildings, churches, schools, street and park scenes or other points of interest in your city.

In order to meet all requirements of the trade Curt Teich & Co. are manufacturing the following kinds: "Black and White," "C. T. Doubletone" and "C. T. Photocrom."

Most of the dealers do not know how certain cards will sell and for this reason they make the "Black and White" cards. They are good sellers and the small quantity you can order will not overstock you.

The "C. T. Doubletone" cards are made by their new process. They add to the Black Card a slate photo effect, which brings all details out perfectly. They guarantee this card. Samples will be finished within three weeks.

But above all their "C. T. Photocrom" is the card of perfection. Duplicate orders from dealers have proven that, no matter how small the demand seemed to be at first, colored cards sell the best, always creating a demand for more.

To-day Curt Teich & Co. are manufacturing for dealers and jobbers in every State in the Union, and their theory that only the best cards will sell is proven by the steadily increasing orders they are receiving every day.

**An Acid Free Mouth Wash.**

Druggists are often asked for an antiseptic mouth wash that they can guarantee is free from acid. Such a preparation is Lythol. It preserves the teeth by preventing decay. It allays inflammation, catarrhal conditions of the mucous membranes of the eye, nose, mouth and throat, and relieves sore throat and hoarseness. It is for sale by all wholesale druggists. Literature will be furnished free of cost by Hudson & Co., Inc., chemists, 489 Fifth avenue, New York.

**Of Value to Horsemen.**

Horses which have been used steadily at work, either on the farm or road, by the fall quite likely have had some strains whereby lameness or enlargements have been caused. Or perhaps new life is needed to be infused into their legs. Gombault's Caustic Balsam, applied as per directions just as the owner is turning the horse out for the winter, will be of great benefit; and this is the time when it can be used very successfully. One great advantage in using this remedy is that after it is applied it needs no care or attention, but does its work well and at a time when the horse is having a rest. Of course it can be used with equal success while horses are in the stable, but many people in turning their horses out would use Caustic Balsam if they were reminded of it. Druggists should call the matter to the attention of the horse owners whom they know.

**A New York Office for the Pasteur Products.**

A New York office has been established for the products of the Pasteur Institute, at 366 to 368 West Eleventh street. These products comprise the veterinary biological series, such as anthrax vaccine, mallein, antistreptococcic serum, antitetanic serum, blackleg vaccine, blacklegine (cord form), blacklegules (pill form), tuberculin, Pasteur rat virus ("Mouratus"), as well as antivenomous serum, Pasteur wine yeasts, eucamphol and traumatol.

These veterinary products have attained a worldwide celebrity, for their use has undoubtedly saved to animal owners many millions of dollars.

Eucamphol, the great external and internal antiseptic, has the favor of the veterinarians everywhere. The wonderful Pasteur rat virus, devised by the Pasteur Institute for the extermination of rats and mice, is successful even where they exist in extraordinarily large numbers.

Any communications on any of these products or preparations addressed to C. A. Welles, either at the above address, Chicago office, 441-445 Wabash avenue, or San Francisco office, 456 Montgomery street, will receive immediate attention.

**The Oldest Industry of England.**

The oldest industry in Great Britain—its existence has been traced back to the prehistoric Stone Age—is still being carried on at the village of Brandon, on the borders of Norfolk and Suffolk, and is said to be in a flourishing condition. It is a manufactory of gun and tinder-box flints. The work is done in little sheds, often at the backs of the cottages where those engaged in this almost out-of-date occupation dwell. It will naturally be asked who buys the products, who wants tinder-box flints and gun flints in these days of "safety" matches, vestas and quick-firing breech-loading rifles. The answer to the first question is that there is a good trade in tinder-box flints with Spain and Italy, where the tinder-box still holds its ground in rural districts. Travelers in remote, uncivilized regions, moreover, are liable to run out of their supply of matches at inconvenient moments and find flint and steel a veritable boon. Then, again, matches are prone to become useless just when they are most needed, through having absorbed moisture, and in very hot climates they may explode and leave the traveler who has no flints and tinder in a very awkward position. Flints are also used in making the ingenious little mechanical devices for lighting pipes and cigars which one often sees in tobacco shop windows and which are among the most useful articles in a traveler's outfit.—T. A. T.

**THE HENRY BABY STARTED RIGHT**  
Healthy and Vigorous—Not Fat, but Solid.

**BABY WASTING AWAY; DANGEROUS CANE SUGAR**  
WAS THE ONLY REASON

**BABIES CAN BE MADE STRONG OR WEAK**  
Lactated Food contains elements for babies with: To nourish, to keep, to keep (care)

**A FAMOUS AUTHORITY**  
Fothergill, the Authority of London Food is the healthy, greatest life and part prove Food nurse

**ADVICE TO MOTHERS ABOUT BABIES' DIET**

**ON THE \$2-\$4-\$8 BASIS**

That is one reason why Lactated Food is endorsed by all Retailers.

Here are some more:—

**REASON No. I.**—Lactated Food is the only protected food upon the market. You can't help making a big profit.

**REASON No. II.**—Lactated Food is the only standard food on the \$2-\$4-\$8 basis.

**REASON No. III.**—Lactated Food is universally indorsed, and has the good will of all leading physicians.

We are pushing Lactated Food with vigorous newspaper advertising. Keep your stock up.

**WELLS & RICHARDSON CO., - Burlington, Vt.**

**LACTATED FOOD CONTAINS**  
MILK SUGAR allays irritation, improves digestion, and supplies bodily warmth.  
WHEAT forms muscle and tissue.  
BARLEY MALT partially pre-digests the food.  
LIME PHOSPHATE makes strong bones.  
MILK makes fat and warm.

**LACTATED FOOD**  
The Best and Most Thoroughly Scientific Food for Babies.  
SOLD IN 4 SIZES AND RECOMMENDED BY ALL REPUTABLE DRUGGISTS.  
Wells & Richardson Co., Props., Burlington, Vermont.

**LACTATED FOOD**  
The Best and Most Thoroughly Scientific Food for Babies.  
RECOMMENDED AND SOLD BY ALL REPUTABLE DRUGGISTS.  
Ask Your Druggist for "THE BABY BOOK."  
Wells & Richardson Co., Props., Burlington, Vermont.

# AMERICAN CAN COMPANY

Manufacturers of

## Standard Druggist Tinware



We carry in stock a full assortment of Miller, Taite, Gill and Norton styles of Boxes. These Boxes have an established reputation among Druggists. Seamless Boxes of all sizes, styles and designs carried in stock by every leading jobber in the country.

Principal Offices: New York, Baltimore, Chicago, San Francisco.

### LOCAL SALES OFFICES

Boston Philadelphia Pittsburgh Richmond Toledo Cincinnati Kansas City Denver Seattle  
Buffalo Atlanta Cleveland St. Louis Los Angeles Portland St. Paul  
Detroit Milwaukee Havana

**A** **The STANDARD PRESCRIPTION -CORKS-** **B**  
...OF...  
**THE WORLD**  
**ARMSTRONG CORK CO.**

There is a Sparkle and Dash to a Drug Store equipped with



**Andrews Steel Rod Furniture**

that makes it attractive to customers and secures and holds their trade—Cheerful people, the kind who spend money, like cheerful surroundings and go where they are to be found. Andrews Steel Rod Furniture for Drug Stores is cheerful, bright and attractive—Cleanly, convenient, inexpensive—The modern equipment for Drug Stores—Send for Catalogue.

The A. H. Andrews Co., 174 Wabash Ave., Chicago

## SAL HEPATICA

The Original Effervescent

**SALINE LAXATIVE, URIC ACID SOLVENT and ELIMINANT**

A Combination of Tonic, Alterative and Laxative Salts

similar to the celebrated Bitter Waters of Bohemia, fortified by the addition of Lithium and Sodium Phosphates.

\$2.00, \$4.80 and \$10.20 per doz.  
All Jobbers.

**BRISTOL-MYERS CO.**

Manufacturing Chemists

277-279 Greene Ave.

BROOKLYN, - - - NEW YORK.



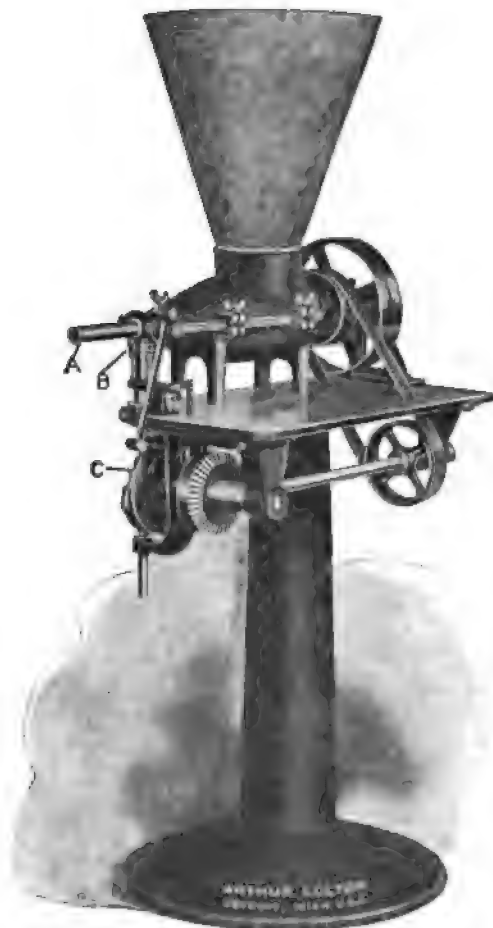
### Sixty-five Years of Success.

A record of sixty-five years of successful business life is so rare in the United States that the Roworth Mfg. Company, 85 Maiden Lane, New York, have just cause for pride in the fact that for sixty-five years they have been engaged in the manufacture of lozenges, cough drops, gum drops, etc. Among their successful specialties are the well-known London Hospital Throat Lozenges, diamond licorice, rose and lemon juice jujubes. They make a specialty of preparing private formulas for customers whose secrets are jealously guarded and who receive absolutely uniform and reliable products. This firm carried an advertisement in our columns for over 25 years from the first issue of this journal under the title of *NEW REMEDIES*, and we are glad to welcome them back. Our readers would do well to confer with them before having special formulas made up.

### A Collapsible Tube Closing Machine.

The collapsible tube closing machine is another new development for manufacturing chemists putting up paste preparations in collapsible tubes. It is a vast improvement over the old method that has been in general use in the laboratory and every live business house putting up preparations of this kind, if it considers profits, should take the time to investigate the saving effected by this machine over the present means employed on this class of work. The important features are:

First: It is adjustable for any given quantity desired, and



Colton's Collapsible Tube Closing Machine.

when once set it will continue to deliver the same quantity in each and every tube.

Second: It has a capacity for filling tubes as fast as the operator can place and take them from the nozzle of the machine.

Third: Each tube, they being filled alike, makes a uniform package.

Fourth: It is constructed so that the working parts are accessible for cleaning.

Fifth: An inexperienced girl can operate it.

Sixth: This is the only practical filling machine that we know of in the market.

For further particulars write to Arthur Colton, Detroit, Mich., U. S. A., manufacturer of pharmaceutical machinery.

### Harvest Time in Hot Soda.

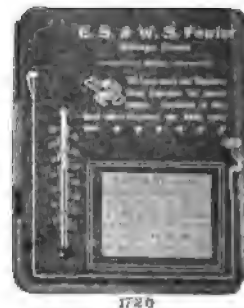
The striking double page advertisement of the American Soda Fountain Company on pages 36 and 37 in this issue is decidedly suggestive, and should awaken the interest of those dispensers who are not fully alive to the possibilities that lie in hot soda.

The American Soda Fountain Company is always on the firing line with effective and reliable appliances, and it especially recommends the "Borneo" as an economical and altogether satisfactory Hot Soda Apparatus that may be depended upon 24 hours a day.

In the way of sundries the American Soda Fountain Company manufactures a large and complete line of everything required or desired by the soda water dispensers. Its name and reputation stand back of every article turned out of its factories. Its advertisements in this issue show a few specialties which are especially seasonable. It will pay you to send for the Hot Soda Apparatus and Sundry Catalogues of the American Soda Fountain Company. Get in touch with the nearest branch and save time.

### How to Tell the Temperature.

The simplest way is to look at one of Taylor Bros. & Co.'s advertising thermometers. They not only tell the temperature but they also tell the observer about your business. They form one of the most—probably the most—effective forms of continuous, permanent advertising within the reach of the retail druggist. Get a hundred or so of these distributed among the householders of your vicinity and you can rest assured that your name, location and business will be kept before every member of the family. If it is hot the young folks will look at it, if it is cold the old folks will examine it. Write Taylor Bros. & Co., Rochester, N. Y., for particulars about these thermometers, mentioning the *AMERICAN DRUGGIST*.



### Joys of Matrimony.

They had just commenced housekeeping.

"Clarence, dear," said bride, "I wish you would stop at the drug store as you come home to-night and get some sponges."

"All right, darling," responded the temporary head of the matrimonial combine. "How many do you want?"

"I don't know, love," she answered. "I guess—oh, well, just ask the man how many it takes to make a medium-size sponge cake."

### The Little Red Book.

The fiery red cover of the little hot soda guide, just issued by the Liquid Carbonic Company, of Chicago (and pretty nearly every other large town in the United States), is an indication of its contents, which is all about "hot stuff." Write them for a copy of it. It's full of good hints.

### "Kinds That Sell."

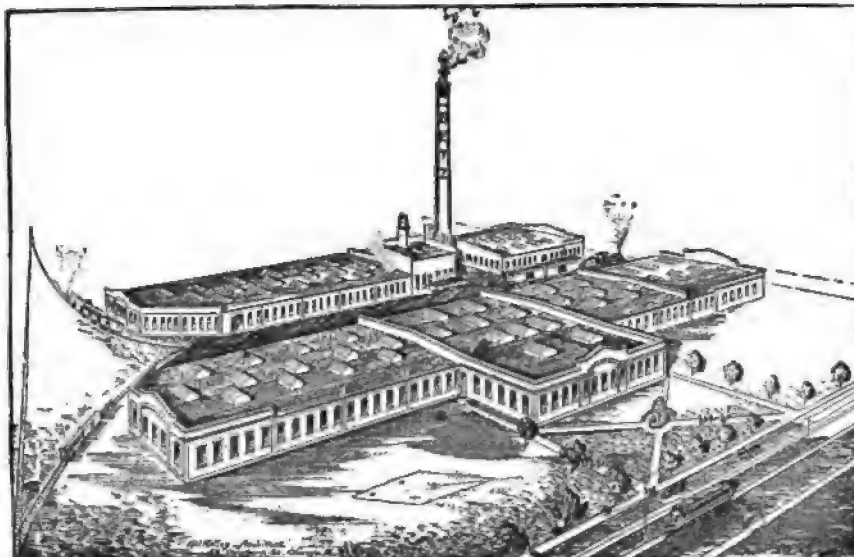
The pioneer American capsule house, H. Planten & Son, 93 Henry street, Brooklyn, make the "kinds that sell." Write them for their lists and discounts. Their capsules not only sell readily, but sell at a profit to the retailer. When writing them please mention the *AMERICAN DRUGGIST*.

# FRANK S. BETZ CO.

(Incorporated)

CAPITAL, SEVEN HUNDRED AND FIFTY THOUSAND DOLLARS

Drugs  
Pharmaceuticals  
Chemicals  
Tablets  
Fluid Extracts  
Oils  
Wines  
Syrups  
Capsules



Surgical  
Instruments  
Apparatus  
Appliances  
Dressings  
Rubber Goods  
Glassware  
Trusses  
Sundries

## MANUFACTURING PHARMACISTS

**Surgical and Hospital Supplies of Every Description**

**LARGEST PLANT OF ITS KIND IN THE WORLD**

|   |  |                                   |
|---|--|-----------------------------------|
| SURGEON'S GREEN SOAP, - - -   | 10 lb. jars, net, \$1.00; Barrel, 400 lbs. - - -                 | 20 lb. jars, net, \$1.90 lb., 6c. |
| STRONGER AMMONIA, C. P., Sp. Gr. 90°, - - -   | 8 lb., gal., \$1.00; Carboys, - - -                              | 16 lb., 2 gal., \$1.90 lb., 8½c.  |
| CHLOROFORM, Strictly Pure, - - -  | 5 lb. bottle, \$1.60; 100 lb. bulk, - - -                        | 12 lb. bottle, \$4.25 \$31.00     |
| DISTILLED EXTRACT WITCH HAZEL, - - -  | Gal. jugs, 8oc; Barrel, - - -                                    | 5 gal. jugs, \$3.90 6oc. gallon   |
| AMBER PETROLATUM, - - -   | 5 lb. cans, 45c; Barrel, - - -                                   | doz. cans, \$5.00 per lb., 3½c.   |
| SNOW WHITE PETROLATUM (Russian), - - -  | 5 lb. cans, \$1.00; Barrel, - - -                                | doz. cans, \$11.00 per lb., 14c.  |
| NITRIC ACID, C. P., Sp. Gr. .84 - - -   | 7 lb. bottle, - - -  | \$1.20                            |
| HYDROCHLORIC ACID (Muriatic), - - -   | Carboy, - - -  | per lb., about 8½c.               |
| SULPHURIC ACID, C. P - - -  | Strictly Pure, 7 lb. bottle, - - -                               | \$1.10                            |
|   | Carboy, - - -  | per lb., about 7½c.               |
|   | 7 lb. glass bottle, - - -  | \$1.10.                           |
|   | Carboy, - - -  | per lb., 6½c                      |
| BETZ' SANITARY FLUID, Saponified Coal Tar Creosote. - - -   | 1 gal. makes 100 gals. of strong, efficacious disinfectant - - - | gal., \$3.00                      |
| HYDROGEN PEROXIDE, U. S. P. (Medicinal), - - -  | - - -  | 1 gal. bottle, \$1.65             |
| FORMALDEHYDE, 40% Solution, Guaranteed to be of highest purity, per lb., 25c; 5 lbs., \$1.25; gal. bot., \$1.60; 5 gal., \$7.25; 10 gal., \$12.75; barrels of about 400 lbs., per lb., 12c. | - - -  | - - -                             |
| SOLIDIFIED FORMALDEHYDE, Powdered, - - -  | lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00                    | - - -                             |
| PARAFORMALDEHYDE, Paste, - - -  | lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00                    | - - -                             |

We are headquarters for everything used for municipal sanitation and that of ship factories, railroads, etc. We supply in the smallest or largest quantities.

THERMOMETERS, Clinical, 60 sec., Magnifying with certificate, doz., \$4.00  
HYPODERMIC SYRINGE, glass or metal barrel, doz., \$4.00  
MEDICINE DROPPERS, either bent or straight or assorted, gross, \$1.40  
RUBBER GLOVES, any size, doz., \$6.00

WOOD ALCOHOL STOVES (Reform), nickel plated on brass, doz., \$6.00  
GLASSGONORRHŒAL SYRINGES, French Make, gross, \$3.00  
SUSPENSORIES, J. P. Silk Knit Sack, doz., \$1.50  
SUSPENSORIES, Army and Navy Lisle Thread, doz., \$2.00  
FINGER COTS FOR SURGEONS, gross, \$1.75

TERMS, CASH WITH ORDER

**CHICAGO SALESROOM, 90 WABASH AVENUE**  
**GENERAL OFFICES AT WORKS, HAMMOND, INDIANA**

Where All Communications Should be Addressed

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

### Prosperity of the German Chemical Industry.

In *Daily Consular and Trade Reports*, Consul H. W. Harris, of Mannheim, writes that at the annual meeting of the German Association for the Advancement of the Chemical Industry special emphasis was placed on the prosperous conditions existing in this trade. The dividends of 143 stock companies, representing a capital of \$157,913,000, average 9.37 per cent. in 1904 as against 8.56 per cent. in 1903. He says:

The annual meeting of the German Association for the Advancement of the Chemical Industry was held at Heidelberg, in this consular district, on September 23 and 24, 1905. The discussions covered a somewhat wide range, and included a survey of the present condition of chemical industry in Germany; the probable effects of the new commercial treaties made by Germany upon this industry and the importance to this branch of manufacture of satisfactory trade relations with the United States and other countries. As is generally known, chemical manufacture in its various branches is justly regarded as perhaps the pet industry of the Empire. In no other single industry has Germany done so much valuable pioneer work as in this one. In none other has the value of her technical schools been so fully recognized as in this one. No other industry has been so little affected by the business depression of the past four years as the chemical industry.

In the report of Director Wenzel, of Berlin, general secretary of the association, the general improvement in the industrial conditions of Germany as evidenced by increased railway earnings, exports and coal consumption, etc., was noted. He stated that the number of workmen employed in factories has increased about 6 per cent. over last year, and wages  $7\frac{1}{2}$  per cent.; that the increase of employees in the chemical industry has been somewhat above 5 per cent. The profits in this branch of manufacture were stated as showing substantial gains over last year, notwithstanding a general rise in the cost of raw materials. One hundred and forty-three stock companies engaged in chemical manufacture, with a total capital employed of about \$157,913,000, show average dividends for their last fiscal year of 9.37 per cent., as against 8.56 per cent. for the previous fiscal year. Taking 1899 as the most favorable year in the industry, and representing the profitability of that year as 100, Director Wenzel stated the succeeding years might be represented by the following figures: 1899 at 100, 1900 at 91.2, 1901 at 90.8, 1902 at 87.8, 1903 at 93.3, 1904 at 93.3, and 1905 at 97.

Among the branches of the chemical industry showing the largest dividends are coal tar colors, commercial fertilizers and explosives.

### How to Make Hot Drinks in Small Towns.

There is probably no more profitable side line during the long, cold winter months than hot drinks if handled along right lines. Say you are located in a city of from 5,000 up and have a fair cold soda trade. The question is simply one of catering to the palates of your customers—beef tea, cocoa, chocolate, coffee, tea, clam bouillon, tomato bouillon, Asparox, etc., are all popular hot drinks and it's the service that decides the success of your efforts. The two points which cut the greatest figure in the results are quality and cleanliness. Be right on these and your success is certain with hot drinks, but the details are important. Your hot water urn must be clean and bright, and the water boiling hot. By all means serve a piping hot drink. A lukewarm one will do incalculable injury to the business. The making of a cup of hot beef tea looks simple, but the difference between a good drink, one that will make a customer come a block out of his way on a cold night, and a poor one is the careful attention to the simple things about making it. Armour's soda expert gives the following directions: "First, get the best grade of beef extract, or, better still, use Vigoral; have the water boiling hot. Draw a little water in the cup to heat it and throw it away, then pour in the Vigoral or beef extract, add a dash of salt and pepper and fill the glass with water. Place a spoon in the cup, stir it once or twice and hand it to the customer. This looks easy, and it is if just a little care is used. Take a very little of the beef extract. If you use Armour's solid extract of beef take but one-quarter teaspoonful, because it is highly concentrated. All that is needed is enough to give a rich brown color to the water. More than this is likely to make it too strong. If you use Vigoral the chances of making a poor drink are very

small, as it is specially prepared for hot drinks. Now your customer has the drink. Place before him a clean plate with a few saltine crackers. Don't run away then, but inquire if the drink is satisfactory, and suggest a little more seasoning or water—something to indicate your desire to serve really good drinks. Now this may look fussy, but is lots easier than to be sloppy and careless, and a hundred times more profitable, for if the sale of hot drinks is small, if they are served properly they attract trade; in other words you satisfy your customer, and a satisfied customer is your best advertisement.

"What I say regarding beef tea applies with equal force to all other drinks, except, of course, the mixing of the drink; but I hear a druggist in the small town of 1,500 saying: 'Oh, yes, this is all right for the city druggist, but I couldn't make my trade buy it in a hundred years. I couldn't make interest on a high priced apparatus, let alone a profit.' Not so fast, Mr. Dealer. You are right in a measure, but you don't want a high priced hot water apparatus.

"We have two of as handsome hot water urns as any one would want, which we will give you free; that is, the urn and mugs are free with Armour's Vigoral case offers. The china urn case has \$25 worth of Vigoral, beef extract, tomato bouillon and chicken broth; the nickel urn has \$20 worth of the same supplies. If you ordered the supplies only they would cost you the price of the case with urn, mugs, etc.; but we can only sell one to a customer. There's a gasoline heater that may cost 5 cents per day to run. There are mugs and signs, and all you have to furnish to start the business is a salt and pepper shaker and a few spoons.

"But, you say, Where are the customers to come from? My trade is mostly farmers and working men. Now here is where your opportunity lies. Don't try to serve a lot of sweet hot drinks. Just serve the Vigoral, chicken broth, tomato bouillon and Asparox. The first real cold day start your hot water urn and place a sign in your window offering a free cup of hot beef tea to out of town visitors. Can you imagine anything more attractive after a ride of a few miles on a cold day? Or say that you serve it free to every grown person on Saturdays. Don't you think it would give you a tremendous lot of free advertising for a little money, and you would be building up a trade that should be very profitable; and then you get the trade in the habit of coming to your store. It's wonderful how strong habit is. There are, no doubt, a great many trading with your competitors that would just as soon trade with you, but you never do anything to give them an excuse for coming to your store." Armour & Co. would like to tell our readers more about this proposition. Write them about it.

### A Profitable Preparation.

Hundreds of druggists everywhere were surprised to find that the proprietors of the Mountain Herb Tea have created a persistent demand for their tea. They allow the druggist a good margin of profit, thus making it pay the seller to handle the preparation, while the consumer is pleased to find the compound an effective constipation cure. Hence the retailer as well as the public look at Mountain Herb Tea with favor. The principal office of the Mountain Herb Remedy Company is located at 132 Nassau street, New York City, where a large business is transacted. Write them for introductory terms, mentioning the AMERICAN DRUGGIST.

### Profit in Right Buying.

Dr. W. C. Alpers, one of the most successful pharmacists on Broadway, in a paper on "Buying Goods," presented at the Atlantic City meeting of the American Pharmaceutical Association, said that it is possible to "make a bigger profit in buying goods than in selling them." The manufacturers of genuine Castoria, and that is the only kind reliable druggists handle, are the Centaur Company, 77 Murray street, New York City. They offer you a saving of 5 and  $2\frac{1}{2}$  per cent. on gross lots, and will supply a high grade of counter wrappers and show cards to the trade without expense.



# HEARN WEST FOURTEENTH STREET NEW YORK

**NO** DRUGS  
GROCERIES  
LIQUORS **BUT** EVERYTHING  
IN  
DRY GOODS

**ESSENTIAL OILS.**  
SPECIFY  
"ALLEN'S"

CARDAMOM, ORRIS ROOT,  
SANDALWOOD.

OIL OF GARLIC,  
"Allen's,"

A genuine oil distilled from the true  
Garlic (*Allium Sativum*.)

CROTON OIL  
(*Oleum Tiglli U. S. P.*)

A pure oil expressed from the seeds of  
Croton Tiglium. Insist on "Allen's"  
and secure an unadulterated oil.

STAFFORD ALLEN & SONS, Ltd.  
Distillers of Essential Oils, etc.)  
LONDON, ENGLAND.

ESTAB<sup>d</sup>  
1833

GOLD  
MEDAL  
ST  
LOUIS  
1904.

PLANTEN'S  
CELEBRATED  
C. C. BLACK  
OR  
CAPSULES

"KINDS THAT SELL"  
Worldwide Profile to the Dealer  
H. PLANTEN & SON, 93 Henry St., BROOKLYN, N. Y.  
"The Pioneer American Capsule House"  
(ESTABLISHED 1886)

PLANTEN'S  
CAPSULES  
AND  
"PERLOIDS"  
TRADE MARK  
OF  
SANDALOIL

# Specify MERCK'S

on your orders for

## COCAINE HYDROCHLORATE

MERCK was the First to Manufacture COCAINE HYDROCHLORATE

*Kindly mention AMERICAN DRUGGIST when writing to Advertisers.*

### Co-operative Cigar Stands.

In another part of this issue will be found an advertisement of the National Cigar Stands Company, which was recently organized upon a co-operative basis. The principles upon which the company will operate are not new, but they have never before been applied to the tobacco end of the drug store trade. The instant favor with which the proposition has been received by the druggists of the country shows that it must possess unusual merit.

When the plans of the National Cigar Stands Company were outlined to over 300 of the shareholders of the United Drug Company at their annual meeting, held at the Hotel Somerset, in Boston, the last week in September, by President Liggett, who is also president of the former company, every



Stand of the National Cigar Stands Company.

one present showed his confidence in the proposition by at once asking to be enrolled as one of the company's representatives. At present nearly 2000 American druggists have decided to co-operate with the company.

Heretofore the retail druggists have been obliged to buy their cigars in small lots from the jobbers, who, of course, had to load the price they paid for them with their own profit. As the stands from which cigars have been sold in the drug stores are usually inconspicuous and often makeshift affairs, they attract little attention.

The National Cigar Stands Company comes forward with a proposition that promises to revolutionize the cigar business of the drug stores. It will sell its own brand of cigars, manufactured in its own factories, directly to the druggists, thus cutting out the jobber's and all intermediate profits, four in all. Under this plan the druggist will be able to get his supplies as low as he would if he bought in ten-case lots. In the second place the company furnishes each of its representatives a costly, artistic cigar stand, made of plate glass, ebony, gun metal and marble, and containing an effective moistener, at a nominal rental. It is such a handsome showcase that its presence in a store cannot fail to attract the attention of every person who enters the place. The value of such a stand as a cigar trade salesman cannot be overestimated. Automatic electric window signs, display cards, etc., are supplied free of cost.

Then, too, the druggists will be able to handle a better quality of cigars than formerly, and because of the reasonable prices at which he can afford to sell them he will be in a position to secure the trade of the most particular smokers in town.

In order to afford the druggists who co-operate with the company every possible advantage only one out of every four in each town or city will be accepted as representative of the National Cigar Stands Company. Those who want to get in line should correspond with the office of the company, 23

East Twenty-first street, New York. All that is necessary is to send in a memorandum of the length of stand most convenient for your store, and all applications made now have the preference when the company's representatives call to select the locations of stands in each district.

### Two Valuable Labor Saving Pharmaceuticals.

The tendency of official syrup of hydriodic acid to become discolored after a few months, thereby becoming unfit for dispensing, has been observed by every pharmacist. To reduce this objectionable feature to a minimum, the Bristol-Myers Company, Brooklyn, N. Y., manufactures Webber's Concentrated Solution of Hydriodic Acid, which is absolutely permanent, both as regards color and composition. The U. S. P. syrup may be prepared extemporaneously by simply diluting the concentrated solution with simple syrup. This firm also makes, for the convenience of druggists, Webber's Concentrated Solution of Hypophosphites for preparing the syrup in a similar manner. Write them for their list, mentioning the **AMERICAN DRUGGIST**.

### The Suggestion System and What It Has Accomplished.

How to get the benefit of your employees' brains as well as the output of their hands is the problem which has been solved by the National Cash Register Company at its factory in Dayton, Ohio. The means of solving the problem is the "suggestion system," which has been in effect at the Dayton factory since 1894, and which has in recent years been adopted to a greater or less extent in other factories.

Any employee desiring to make a suggestion for the betterment of the tools, methods or output in his own or another department, writes it out on a slip of paper and drops it into a suggestion box; or, if he prefers, he writes it out on a manifolded autographic register, retaining the original copy and leaving the duplicate copy in the register. In all cases an employee signs his name to a suggestion and also the name of the department in which he is employed. Upon the receipt of a suggestion it is given a number, and entered in a book provided for that purpose. It frequently happens that the suggestion concerns more than one department, in which case it is investigated through all of the departments and its bearing on each considered. The original suggestion is never sent with the correspondence during the investigation, but it is retained in the office of a committee and a copy is made for investigation purposes, or the subject matter is embodied in the correspondence.

If, upon investigation, the suggestion proves practicable, it is put into effect and the originator is notified by letter, which authorizes him to receive \$1 from the cashier in payment for the suggestion. If, on the other hand, the suggestion is rejected, the author is duly notified.

At the end of each quarter the best suggestions are selected from those adopted during the three months past, and forty-four quarterly prizes are awarded. At present the value of the quarterly prizes is \$750. Twenty-five prizes, aggregating \$450, are offered to the employees in the making division; twelve prizes, aggregating \$200, are offered to the employees in the office division, and seven prizes, aggregating \$100, are offered to the members of the selling force.

The value of the "suggestion system" as carried out in the N. C. R. plant has been demonstrated again and again. The operation of the system involves a large expenditure of money, and the company paid out in prizes from 1899 to 1904, inclusive, the sum of \$12,897.

### Success with Merz Santal Compound Capsules.

Dr. S. S. Slott, of Smithland, Iowa, in a recent letter to the Merz Capsule Company, Detroit, Mich., says: "The box of Merz Santal Compound Capsules sent me was tried on one of my patients with the most flattering results. I ordered more to-day. Would be pleased if you would send me literature for same, as through some mishap I lost what I had."

# THE MEDICINE THAT SELLS.

*The World's Famous  
Catarrh Remedy—  
Should be in Every Home.*



**PERUNA  
THE GREAT  
TONIC**

Sold on the direct contract  
serial numbering plan.

Get Ready for the  
**Fall  
Trade**

**Stock Up Now**

**\$3,000 Per Day is Spent in  
Advertising Pe-ru-na.**

**No Remedy in the World  
Was Ever Advertised on  
Such a Gigantic Scale.**

## BUY 12 DOZEN PE-RU-NA AND SAVE \$6.00.

### SCHEDULE OF PRICES.

|                  |   |   |   |   |        |
|------------------|---|---|---|---|--------|
| 1 dozen Pe-ru-na | - | - | - | - | \$8.00 |
| 2    "       "   | - | - | - | - | 7.75   |
| 12   "       "   | - | - | - | - | 7.50   |



New Office Building of The Pe-ru-na Drug M'fg Co., Columbus, Ohio.

Kindly mention *AMERICAN DRUGGIST* when writing to Advertisers.

# EUSOMA

## PRICE LIST.

|   |         |
|---|---------|
| Eusoma (Echinacea Compound)—                        |         |
| Eight ounce bottles, per doz.                       | \$ 9 00 |
| Eusoma Ointment—                                    |         |
| One ounce collapsible tubes, per doz.               | 2 00    |
| Iodan, 10 per cent. solution—                       |         |
| One ounce g. s. bottles, per doz.                   | 6 00    |
| Iodan Capsules, 5 minim, $1\frac{1}{4}$ gr. Iodin—  |         |
| 60 capsules in box, per doz.                        | 6 50    |
| Iodan Capsules, 10 minim, $2\frac{1}{2}$ gr. Iodin— |         |
| 40 capsules in box, per doz.                        | 7 00    |
| Mercuran Capsules—                                  |         |
| 12 capsules in box, per doz.                        | 6 00    |

*Order from your Jobber or direct from us.*

**THE EUSOMA PHARMACEUTICAL CO.,**  
CINCINNATI, O.



**It's An Easy Span**  
from the old style Shaving Brush that sheds bristles and falls apart to the

**Blue Ribbon**  
"RUBBERSET"  
Trade Mark  
**Shaving Brush**

This brush CAN'T shed bristles; CAN'T fall apart. The bristles are solidly imbedded in Hard Vulcanized Rubber. Guaranteed to last a lifetime. Recognized as the strongest, handsomest and most economical Shaving Brush on the market. Beware of imitations by looking for our Trade Mark on the ferrule. *Ask for Catalog K.*

**The Rubberset Brush Co.**  
61 Ferry Street  
NEWARK, N. J.

MELLER-GARDNER  
NEWARK, N. J.

ORDER ONE GROSS

## Frog-In-Your-Throat

Make a window display "GREENBACKS"  
and get two

(Worth \$1.20 each) free, if you agree not to cut the price.

Now is the "Frog" season. Make your display now.

**FROG-IN-YOUR-THROAT CO.,**  
NEW YORK.



## Have you tried our "Want" Page?

*Kindly mention AMERICAN DRUGGIST when writing to Advertisers.*

# WARNING.



The trade are warned that certain persons are offering adulterated and inferior meat extracts in packages which infringe the trademarks of LIEBIG'S EXTRACT OF MEAT CO., LTD.

In order to deceive, the salesmen in some instances even represent themselves to be connected with the original Liebig Company.

Dealers are warned that these imitations have no connection whatever with the Liebig Company, and in selling same they render themselves liable to prosecution for substitution and infringement of the Liebig Company's rights.

If any dealer is in doubt about the meat extract in his possession being genuine LIEBIG COMPANY'S Extract, we shall be happy to report on it if he will mail us the outside wrapper from one of the jars

Every jar of the genuine

**LIEBIG COMPANY'S**  
**Extract of Beef**

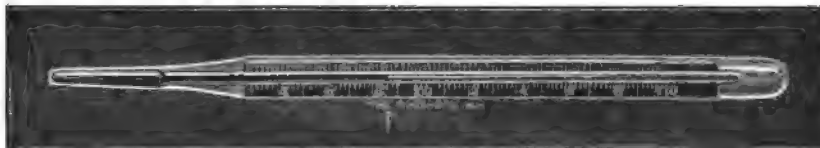
bears this exact  
signature

*J. Liebig* in blue

CORNEILLE DAVID & CO., 120 Hudson St., New York, Sole Agents for Liebig's Extract of Meat Co., Ltd.  
ESTABLISHED 1865.

## PROTECTED SCALE ASEPTIC CLINICAL THERMOMETERS

Made of a hollow Jena Normal Glass Tube, with the scale inside. This is strictly aseptic, as there are no depressions for disease germs to settle in. The scale being thus protected makes it impossible for the numbers and graduations to become obliterated. The numbers and degrees are very plain.



Write for prices and full details.

**The R. HOEHN CO.,**  
**I. MAYER & CO., (Proprietors)**

**Manufacturers and Importers of**  
**Thermometers, Barometers, Hydrometers, Clinical Thermometers, etc.**

Office and Salesroom,  
No. 83 Chambers St., New York City.

Factory,  
Nos. 84-90 Evergreen Ave., Brooklyn, N. Y.

**Write for our 3 page illustrated catalogue "C."**



# ORIGINAL PACKAGE PRICES.

It should be understood that the prices quoted in this column are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a considerable range of prices.

## Drugs, Chemicals, &c.

|                                    |       |   |       |
|------------------------------------|-------|---|-------|
| Acetanilid.....lb.                 | 30    | @ | 23    |
| Acetate of Lime:                   |       |   |       |
| Brown.....100 lb.                  | 1.60  | @ | 1.60  |
| Gray.....100 lb.                   | 2.35  | @ | 2.40  |
| Acetone.....lb.                    | 1.15  | @ | 1.18  |
| Acid:                              |       |   |       |
| Acetic Com'l.....100 lb.           | 2.00  | @ | 2.75  |
| Acetic C. P.....lb.                | 21    | @ | 25    |
| Acetic Glacial.....lb.             | 30    | @ | 25    |
| Aqua fortis.....lb.                | 1.05  | @ | 1.04  |
| Benzole, Ger.....lb.               | 32    | @ | 35    |
| " Eng.....lb.                      | 32    | @ | 35    |
| Boric, Cryst.....lb.               | 10    | @ | 10.4  |
| " powd.....lb.                     | 10    | @ | 10.4  |
| Carbol, cryst., blk.....lb.        | 12    | @ | 14    |
| " bottle.....lb.                   | 20    | @ | 22    |
| Chrysophanic.....lb.               | 2.50  | @ | 2.65  |
| Citric, dom.....lb.                | 38    | @ | 39.5  |
| " Sicilian.....lb.                 | 38    | @ | 39.5  |
| Gallic.....lb.                     | 38    | @ | 39.5  |
| Muratic C. P.....lb.               | 107   | @ | 109   |
| Nitric C. P.....lb.                | 107   | @ | 109   |
| Oxalic, English.....lb.            | 107   | @ | 109   |
| Phosphoric.....lb.                 | 30    | @ | 31    |
| Picric.....lb.                     | 30    | @ | 31    |
| Pyrogallic.....lb.                 | 30    | @ | 31    |
| Salicylic.....lb.                  | 30    | @ | 31    |
| Sulphuric, 98%.....lb.             | 107   | @ | 109   |
| Tartaric, crystals.....lb.         | 30    | @ | 31    |
| " powdered.....lb.                 | 30    | @ | 31    |
| Tannic, cryst.....lb.              | 30    | @ | 31    |
| Alcohol, grain.....gal.            | 2.81  | @ | 2.83  |
| " wood, 95-97%.....gal.            | 2.81  | @ | 2.83  |
| Alum.....lb.                       | 1.75  | @ | 1.85  |
| Alum, Lump.....100 lb.             | 1.85  | @ | 1.95  |
| Ammon, carb.....lb.                | 1.07  | @ | 1.09  |
| " bromide, bulk.....lb.            | 22    | @ | 24    |
| " iodide, bulk.....lb.             | 4.75  | @ | 4.80  |
| Aniline Oil.....lb.                | 30    | @ | 31    |
| Salt.....lb.                       | 30    | @ | 31    |
| Antipyrine (New).....lb.           | 107   | @ | 109   |
| Arrowroot, Bermuda.....lb.         | 30    | @ | 31    |
| St. Vincent, in bbl.....lb.        | 107   | @ | 109   |
| Arsenic, Red Saxon.....lb.         | 107   | @ | 109   |
| " White.....lb.                    | 107   | @ | 109   |
| Balm of Gilead Buds.....lb.        | 43    | @ | 44    |
| Balsam Copaiba, Cent.....lb.       | 30    | @ | 31    |
| " Para.....lb.                     | 30    | @ | 31    |
| Fir, Canada.....gal.               | 3.10  | @ | 3.20  |
| Fir, Oregon.....gal.               | 3.10  | @ | 3.20  |
| Peru.....lb.                       | 1.00  | @ | 1.05  |
| Tolu.....lb.                       | 30    | @ | 31    |
| Bark, Angostura.....lb.            | 30    | @ | 31    |
| Buckthorn.....lb.                  | 30    | @ | 31    |
| Cascara Sag.....lb.                | 30    | @ | 31    |
| Cascarilla.....lb.                 | 30    | @ | 31    |
| Cotton root.....lb.                | 30    | @ | 31    |
| Cramp.....lb.                      | 30    | @ | 31    |
| Film, select.....lb.               | 30    | @ | 31    |
| Flint, white.....lb.               | 30    | @ | 31    |
| Prickly Ash.....lb.                | 30    | @ | 31    |
| Sassafras.....lb.                  | 30    | @ | 31    |
| Soap-whole.....lb.                 | 30    | @ | 31    |
| Crushed.....lb.                    | 30    | @ | 31    |
| Wild Cherry.....lb.                | 30    | @ | 31    |
| Bismuth, citrate.....lb.           | 2.80  | @ | 2.85  |
| " ammon cit.....lb.                | 3.00  | @ | 3.05  |
| " subnit.....lb.                   | 2.45  | @ | 2.50  |
| " subcarb.....lb.                  | 2.70  | @ | 2.75  |
| " subgallate.....lb.               | 2.70  | @ | 2.75  |
| Bleaching Powder, Eng.....lb.      | 107   | @ | 109   |
| German R.....lb.                   | 107   | @ | 109   |
| Domestic.....lb.                   | 107   | @ | 109   |
| Blue Vitriol.....lb.               | 107   | @ | 109   |
| Borax, Redhead.....lb.             | 107   | @ | 109   |
| " powd, conc.....lb.               | 107   | @ | 109   |
| " crystals.....lb.                 | 107   | @ | 109   |
| Brimstone, crude.....lb.           | 22.00 | @ | 22.50 |
| Bromine, bulk.....lb.              | 107   | @ | 109   |
| Burgundy Pitch.....lb.             | 107   | @ | 109   |
| Cacao Butter, blk.....lb.          | 28    | @ | 30    |
| " 12 lb. boxes.....lb.             | 34    | @ | 36    |
| Caffeine.....lb.                   | 2.65  | @ | 2.75  |
| Calcium hypophosphite.....lb.      | 2.65  | @ | 2.75  |
| Cantharides, Chinese.....lb.       | 3.40  | @ | 3.55  |
| " powd.....lb.                     | 3.40  | @ | 3.55  |
| Russian, whole.....lb.             | 1.25  | @ | 1.40  |
| Cassa Buds.....lb.                 | 30    | @ | 31    |
| Castor Oil, No. 1, bbl.....lb.     | 107   | @ | 109   |
| " No. 1, cases.....lb.             | 107   | @ | 109   |
| " No. 3, bbl.....lb.               | 107   | @ | 109   |
| " No. 3, cases.....lb.             | 107   | @ | 109   |
| Caustic Soda.....lb.               | 1.70  | @ | 1.75  |
| Chalk, Eng. Precip, bulk.....lb.   | 1.06  | @ | 1.11  |
| Chloral Hydrate, crystals.....lb.  | 30    | @ | 31    |
| " bulk.....lb.                     | 30    | @ | 31    |
| " crusts, blk.....lb.              | 30    | @ | 31    |
| Chloroform, bulk.....lb.           | 25    | @ | 26    |
| Cinchonidine Sulph.....lb.         | 12    | @ | 13    |
| Cocaine Muric.....lb.              | 3.25  | @ | 3.39  |
| Codeine Sulph.....lb.              | 3.25  | @ | 3.39  |
| Cod Liver Oil, Norweg, bbl.....lb. | 26.00 | @ | 26.50 |
| Newfoundland.....lb.               | 70    | @ | 75    |
| Colocynth, Trieste.....lb.         | 33    | @ | 35    |
| Spanish.....lb.                    | 36    | @ | 37    |
| Copperas, car lots.....100 lb.     | 1.75  | @ | 1.82  |
| " single bbl.....100 lb.           | 1.85  | @ | 1.92  |
| Crocoate, Beechwood.....lb.        | 2.25  | @ | 2.4   |
| Cream Tartar, blk.....lb.          | 11    | @ | 13    |
| Cubeb berries, xx.....lb.          | 11    | @ | 13    |
| " powdered.....lb.                 | 11    | @ | 13    |
| Cutch, Bales.....lb.               | 107   | @ | 109   |
| " boxes.....lb.                    | 107   | @ | 109   |
| Cuttle Bone, Trieste.....lb.       | 1.14  | @ | 1.15  |
| " French.....lb.                   | 1.14  | @ | 1.15  |
| Jewellers, large.....lb.           | 40    | @ | 45    |
| " small.....lb.                    | 40    | @ | 45    |
| Dextrin.....lb.                    | 107   | @ | 109   |
| Divi Divi.....ton.                 | 30.00 | @ | 30.50 |
| Dragon's B'd, lump.....lb.         | 15    | @ | 18    |
| " in reeds.....lb.                 | 50    | @ | 55    |
| Epsom Salt.....100 lb.             | 35    | @ | 1.00  |
| Eryot, German.....lb.              | 43    | @ | 45    |
| Spanish.....lb.                    | 43    | @ | 45    |
| Ergotine, Dom.....lb.              | 4.25  | @ | 5.00  |
| Flowers, Arnic.....lb.             | 107   | @ | 109   |
| Calendula.....lb.                  | 38    | @ | 39    |

## Flowers-cont'd

|                                  |       |   |       |
|----------------------------------|-------|---|-------|
| Chamomile, Roman.....lb.         | 16    | @ | 22    |
| German.....lb.                   | 15    | @ | 25    |
| Hungarian.....lb.                | 10.75 | @ | 11    |
| Insect, open.....lb.             | 15    | @ | 17    |
| Half closed.....lb.              | 26    | @ | 33    |
| Closed.....lb.                   | 26    | @ | 33    |
| Powder.....lb.                   | 14    | @ | 32    |
| Lavender.....lb.                 | 15    | @ | 30    |
| Select.....lb.                   | 15    | @ | 30    |
| Saffron, Amer.....lb.            | 75    | @ | 77.5  |
| Spanish Alicante.....lb.         | 4.75  | @ | 6.00  |
| Valencia.....lb.                 | 7.75  | @ | 8.50  |
| Formaldehyde.....lb.             | 1.85  | @ | 1.90  |
| Glauber Salt, per 100 lb.....lb. | 50    | @ | 60    |
| Glycerin, C. P. drums.....lb.    | 11.5  | @ | 12.5  |
| Grains of Paradise.....lb.       | 11.5  | @ | 13    |
| Guarana.....lb.                  | 55    | @ | 60    |
| Gums: Aloca, Cape.....lb.        | 10    | @ | 16    |
| Barbadoes.....lb.                | 10    | @ | 16    |
| Curacao.....lb.                  | 10    | @ | 16    |
| Socot.....lb.                    | 18    | @ | 20    |
| " 1st pld.....lb.                | 18    | @ | 20    |
| " 2d pld.....lb.                 | 13    | @ | 23    |
| " sort.....lb.                   | 107   | @ | 111   |
| Asafoetida.....lb.               | 15    | @ | 30    |
| Benzoin, Sumatra.....lb.         | 29    | @ | 35    |
| Slam.....lb.                     | 30    | @ | 1.00  |
| Camphor, red'd, blk.....lb.      | 33.5  | @ | 35    |
| cases.....lb.                    | 33    | @ | 35    |
| Chicle.....lb.                   | 35    | @ | 36    |
| Gamboge.....lb.                  | 77.5  | @ | 80    |
| Guaiac.....lb.                   | 19    | @ | 35    |
| Kino.....lb.                     | 25    | @ | 36    |
| Mastic.....lb.                   | 44    | @ | 47    |
| Myrrh.....lb.                    | 22    | @ | 32    |
| Olibanum.....lb.                 | 108   | @ | 115   |
| Sassafras.....lb.                | 14    | @ | 16    |
| Senegal, pld.....lb.             | 11    | @ | 13    |
| Tragacanth, Aleppo.....lb.       | 30    | @ | 35    |
| Tragacanth, Turkey.....lb.       | 35    | @ | 40    |
| Haarlem Oil.....lb.              | 2.15  | @ | 2.25  |
| Hypophosphite lime.....lb.       | 48    | @ | 50    |
| potash.....lb.                   | 48    | @ | 50    |
| long.....lb.                     | 48    | @ | 50    |
| soda.....lb.                     | 48    | @ | 50    |
| Ichthyol.....lb.                 | 4.00  | @ | 4.25  |
| Indigo.....lb.                   | 90    | @ | 1.25  |
| Insect Pwd, pure.....lb.         | 14    | @ | 25    |
| Iodine, resub.....lb.            | 4.15  | @ | 4.30  |
| Iodoform.....lb.                 | 4.40  | @ | 4.45  |
| Iron citrate, U. S. P.....lb.    | 41    | @ | 45    |
| " ammon cit.....lb.              | 41    | @ | 45    |
| and ammon citrate.....lb.        | 1.31  | @ | 1.36  |
| quinine citrate.....lb.          | 1.31  | @ | 1.36  |
| phosphate, scales.....lb.        | 1.31  | @ | 1.36  |
| pyrophosphate, scales.....lb.    | 1.31  | @ | 1.36  |
| quinine and strychnine.....lb.   | 1.31  | @ | 1.36  |
| citrate.....lb.                  | 1.31  | @ | 1.36  |
| Isinglass, Amer.....lb.          | 4.00  | @ | 4.10  |
| Russian.....lb.                  | 4.00  | @ | 4.10  |
| Juniper Berries.....lb.          | 108   | @ | 115   |
| Lanoline.....lb.                 | 60    | @ | 65    |
| Leaves: Aconite.....lb.          | 10    | @ | 10    |
| Belladonna.....lb.               | 10    | @ | 10    |
| Buchu, short.....lb.             | 14    | @ | 17    |
| " long.....lb.                   | 14    | @ | 17    |
| Cannabis Indica, tops.....lb.    | 1.00  | @ | 1.05  |
| Coca, Truxillo.....lb.           | 18    | @ | 19    |
| " Huanuco.....lb.                | 32    | @ | 35    |
| Damiana.....lb.                  | 108   | @ | 115   |
| Digitaria.....lb.                | 108   | @ | 115   |
| Grindelia robusta.....lb.        | 108   | @ | 115   |
| Horehound.....lb.                | 108   | @ | 115   |
| Hyoscyamus.....lb.               | 108   | @ | 115   |
| Jaborandi.....lb.                | 14    | @ | 15    |
| Pulsatilla.....lb.               | 107   | @ | 111   |
| Rose, Red.....lb.                | 107   | @ | 111   |
| Senna, pld, whole.....lb.        | 17    | @ | 20    |
| Alexandria, natural.....lb.      | 10    | @ | 11    |
| " garbled and sifted.....lb.     | 13    | @ | 16    |
| " Financerville.....lb.          | 107   | @ | 111   |
| Alexandria, siftings.....lb.     | 107   | @ | 111   |
| Stramonium.....lb.               | 108   | @ | 115   |
| Uva ursi.....lb.                 | 108   | @ | 115   |
| Yerba Santa.....lb.              | 11    | @ | 12    |
| Liquorice-mass.....lb.           | 14    | @ | 20    |
| Spanish.....lb.                  | 14    | @ | 20    |
| Imported mass Spain.....lb.      | 13    | @ | 24    |
| " lb.....lb.                     | 23    | @ | 26    |
| Stick, Calabria.....lb.          | 107   | @ | 111   |
| Domestic.....lb.                 | 107   | @ | 111   |
| Lithia, carbonate.....lb.        | 1.50  | @ | 1.75  |
| " citrate.....lb.                | 1.15  | @ | 1.25  |
| Lupulin, Ger.....lb.             | 18    | @ | 25    |
| Lycopodium.....lb.               | 58    | @ | 60    |
| Magnesia, carb.....lb.           | 12    | @ | 15    |
| Manna, large flk.....lb.         | 45    | @ | 50    |
| Small flake.....lb.              | 33    | @ | 35    |
| Menthol, Japanese.....lb.        | 2.85  | @ | 3.00  |
| Mercurials:                      |       |   |       |
| Blue Pill.....lb.                | 43    | @ | 45    |
| Calomel.....lb.                  | 77    | @ | 79    |
| Corr. Sublim.....lb.             | 68    | @ | 80    |
| Mercury and Chalk.....lb.        | 33    | @ | 34    |
| Ointment, 1/4.....lb.            | 47    | @ | 48    |
| Ointment, 1/2.....lb.            | 38    | @ | 39    |
| Red Precip.....lb.               | 87    | @ | 89    |
| White.....lb.                    | 92    | @ | 94    |
| Morphine, bulk.....lb.           | 2.25  | @ | 2.50  |
| Elphs.....lb.                    | 2.45  | @ | 2.50  |
| Moss, Iceland.....lb.            | 108   | @ | 115   |
| Triph.....lb.                    | 108   | @ | 115   |
| Irish, bleached.....lb.          | 108   | @ | 115   |
| Naphthaline, flake.....lb.       | 102   | @ | 102.5 |
| " Ball.....lb.                   | 102   | @ | 102.5 |
| Nux Vomica.....lb.               | 102   | @ | 102.5 |
| Nuts, Aleppo.....lb.             | 19    | @ | 30    |
| Oil, Anise.....lb.               | 1.175 | @ | 1.25  |
| Almond, blk, Eng.....lb.         | 5.30  | @ | 5.75  |
| " French.....lb.                 | 3.55  | @ | 3.80  |
| " bit, artificial.....lb.        | 50    | @ | 1.50  |
| " sweet, true.....lb.            | 37    | @ | 40    |
| Peach kernels.....lb.            | 19    | @ | 22    |
| Bay.....lb.                      | 3.25  | @ | 2.60  |
| 22 oz. bots.....bot.             | 3.25  | @ | 3.25  |
| Bergamot.....lb.                 | 2.10  | @ | 2.25  |
| Caluput.....lb.                  | 30    | @ | 32    |
| Camphor.....lb.                  | 12    | @ | 18    |
| Caraway.....lb.                  | 1.15  | @ | 1.40  |
| Cassa 75@80%.....lb.             | 77.5  | @ | 85    |
| Oedar, pure.....lb.              | 55    | @ | 65    |

## Oils-cont'd

|                             |       |   |       |
|-----------------------------|-------|---|-------|
| red.....lb.                 | 21    | @ | 25    |
| Citronella.....lb.          | 41    | @ | 43    |
| Clove, bud.....lb.          | 55    | @ | 60    |
| Copaiba.....lb.             | 60    | @ | 70    |
| Coriander.....lb.           | 5.00  | @ | 11.00 |
| Croton.....lb.              | 75    | @ | 80    |
| Cubeb.....lb.               | 85    | @ | 90    |
| Eucalyptus.....lb.          | 40    | @ | 60    |
| Geranium.....lb.            | 1.60  | @ | 4.75  |
| Lavender, flowers.....lb.   | 2.00  | @ | 2.25  |
| Lemon.....lb.               | 57    | @ | 66    |
| Lemonrass.....lb.           | 3.00  | @ | 3.50  |
| Mustard.....lb.             | 4.25  | @ | 5.25  |
| Myrrhane.....lb.            | 6.00  | @ | 7.00  |
| Neroli.....lb.              | 45.00 | @ | 50.00 |
| Nutmeg.....lb.              | 80    | @ | 90    |
| Orange, sweet.....lb.       | 1.80  | @ | 1.95  |
| Orange, bitter.....lb.      | 2.00  | @ | 2.50  |
| Origanum.....lb.            | 18    | @ | 22    |
| Pennyroyal.....lb.          | 1.15  | @ | 1.25  |
| Peppermint.....lb.          | 2.40  | @ | 2.50  |
| Peppermint.....lb.          | 2.40  | @ | 2.50  |
| Pelt, grain, French.....lb. | 4.00  | @ | 4.50  |
| Pimento, So. Amer.....lb.   | 1.80  | @ | 1.90  |
| Rose.....oz.                | 3.50  | @ | 4.50  |
| Rosemary.....lb.            | 62    | @ | 80    |
| Sandalwood.....lb.          | 3.25  | @ | 3.50  |
| Sassafras.....lb.           | 50    | @ | 55    |
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## Prices Current.

The outside prices quoted are for such quantities as retailers usually purchase. When purchasing original packages the inside quotations should be expected, while a slight advance over the outside quotations given may be demanded for very small lots. Current commercial quality is understood unless otherwise indicated. For extra quality or for specified makes a slightly higher price will have to be paid.

Corrected to November 11

|   |       |
|---|-------|
| Acetanilid, 5 lbs., .28.....lb.             | 30-32 |
| Acetone, lb., .22; Medicinal.....lb.        | 35    |
| Acid, Acetic, U. S. P., carboys, .6.....lb. | 8-9   |
| No. 2, carboy, .5; lb., .7; Glacial, lb.    | 28-30 |
| Arsenous, fused, lb., .18.....oz.           | 8     |
| Benzole, English, 50-oz. boxes, .10.....oz. | 13-16 |
| Benzole, from Toluol, lb., .53.....oz.      | 11-13 |
| Boric, crystals, 25 lbs., .14.....lb.       | 13    |
| Boric, P. O., 25 lbs., .14.....lb.          | 16    |
| Cacodylic, 25 lbs.....oz.                   | 4.00  |
| Campheic, crystals, 10 lbs., .22.....lb.    | 23-27 |
| Calvert's No. 1, lb., 1.95; No. 2, lb.      | 1.40  |
| Solution, 10 gals., .45.....gal.            | 1.50  |
| Chromic, lb., .55.....oz.                   | 11    |
| Chrysophanic, 1-oz. cartons.....oz.         | 21-23 |
| Cinnamic.....oz.                            | 35-40 |
| Citric, crystals, 10 lbs., .39.....lb.      | 40-42 |
| Gallic, lbs., .70.....oz.                   | 9     |
| Hydrochloric, carboys, .24.....lb.          | 4-5   |
| O. P.....lb.                                | 11-13 |
| Hydrocyanic, dil., lbs., .30.....oz.        | 10    |
| Hydrobromic, dil.....lb.                    | 28    |
| Hypophosphorus, 50 per cent. sol.....lb.    | 1.65  |
| Lactic, concentr., lbs., .70.....oz.        | 12    |
| Nitric, carboys, 5 lbs., .8; O. P.....lb.   | 14    |
| Oleic, purified, U. S. P.....lb.            | 40    |
| Oxalic, 10 lbs., .9.....lb.                 | 10-12 |
| Phosphoric, glacial.....lb.                 | 55    |
| U. S. P., 85 per cent. syrup.....lb.        | 33-35 |
| Picric.....lb.                              | 55    |
| Pyrogallic, lbs., 2.35.....oz.              | 24    |
| Pyroligneous, pure.....lb.                  | 30    |
| Salicylic, white, 10 lbs., .40.....lb.      | 42-44 |
| Stearic, hard.....lb.                       | 18    |
| Succinic.....oz.                            | 27    |
| Sulphuric, carboys, 2.....lb.               | 4     |
| O. P., carboys, 10.....lb.                  | 12    |
| Sulphurous.....lb.                          | 10    |
| Tannic, lbs., .85.....oz.                   | 11-14 |
| Tartaric, powdered, 10 lbs., .34.....lb.    | 35-38 |
| Valerianic.....oz.                          | 20    |
| Aconitine, Amorphous, 1 oz.....lb.          | 1.40  |
| Adeps Linae, B. J. D.....lb.                | 38    |
| Adrenalin, solution.....oz.                 | 30    |
| Adonidin, 15-gr. vials.....gr.              | 15    |
| Agaricin, 15-gr. vials, each, 10.....oz.    | 90    |
| Agaric, white.....lb.                       | 40    |
| Agathin.....oz.                             | 2.25  |

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|---|-----------|
| Agurim.....oz.  | 1.70      |
| Alcol, oz.....oz.                                     | 1.00      |
| Albumen, Eggs.....lb.                                 | .70       |
| Alcohol, 10 gals., 2.70.....gal.                      | 2.80-2.85 |
| Alcohol, Columbia Spirit, 10 gals., 1.85.....gal.     | 1.50      |
| Cologne Spirit, 10 gals., 2.75.....gal.               | 2.85      |
| Wood, 10 gals., .80.....gal.                          | .85-90    |
| Alizarin.....oz.                                      | 15        |
| Allspice, 10 lbs., .11.....lb.                        | 12        |
| powdered, 5 lbs., .18.....lb.                         | 30        |
| Almonds, bitter, shelled.....lb.                      | 40        |
| Sweet, shelled.....lb.                                | 35        |
| Almond Meal, true, 10 lbs., .45.....lb.               | 50        |
| Alon, lb., .55.....oz.                                | 6-8       |
| Alpha-Eucaine.....oz.                                 | 2.50      |
| Alphosone.....oz.                                     | 4.50      |
| Alum, cryst. bbls., .24.....lb.                       | 8-4       |
| powdered, bbls., .24.....lb.                          | 8-8       |
| burnt, 10 lbs., .10.....lb.                           | 12-14     |
| Aluminum, Acetate.....oz.                             | 15        |
| Sulphate, lb., .10; Wire.....lb.                      | 2.25      |
| Aluminol.....oz.                                      | 50        |
| Amber, rasped.....lb.                                 | 35        |
| Ambergris, gray, oz., \$30.00.....dram.               | 4.00      |
| Ammonia (See Water and Spirit.)                       |           |
| Ammonium, Bromide, 5-lb. bot., .35.....lb.            | 40        |
| Carbonate, 25 lbs., .10.....lb.                       | 12-14     |
| Iodide, lbs., .615.....oz.                            | 47        |
| Muriate, gran. com.....lb.                            | 10        |
| purified, lb., .17; powdered.....lb.                  | 18        |
| Salmoniac, muriate, cryst.....lb.                     | 12-14     |
| Nitrate, crystals, 10 lbs., .22.....lb.               | 25        |
| Valerianate, lb., 1.50.....oz.                        | 15-22     |
| Ammonol.....oz.                                       | 1.05      |
| Amygdalin, 1-oz. vials.....oz.                        | 2.40      |
| Amyl, Nitrite.....oz.                                 | 25        |
| Amylene, Hydrate.....oz.                              | 40        |
| Anacethesin.....oz.                                   | 1.00      |
| Aniline, Red, crystals.....lb.                        | 1.25      |
| Black.....lb.   | .75       |
| Crystals for ink.....lb.                              | 1.50      |
| Blue, Deep, No. 1.....lb.                             | 2.00      |
| Sol., reddish, No. 1.....lb.                          | 2.50      |
| Crimson.....lb.                                       | 1.50      |
| Brown, Bismarck.....lb.                               | 1.25      |
| soluble.....lb.                                       | 1.00      |
| Green, crystals.....lb.                               | 1.50      |
| Orange.....lb.  | 1.00      |
| Purple, B. B.....lb.                                  | 1.75      |
| Scarlet.....lb.                                       | 1.25      |
| Yellow.....lb.  | 1.25      |
| Anatto.....lb.  | 45-50     |
| Anodyne, Hoffman's.....lb.                            | .60       |
| U. S. P.....lb.                                       | .88       |
| Anthrax Vaccine, "Pasteur," double tubes.....dos.     | 18.00     |
| Antiarthrin.....oz.                                   | 1.65      |
| Antikamnia, powdered or tablets.....oz.               | 1.00      |
| Combination tablets.....oz.                           | 1.00      |
| 10-oz. lots, assorted to order.....dos.               | 9.25      |
| Tablets, "vest-pocket boxes".....lb.                  | 1.75      |
| In 1 gross lots, 5 per cent. discount                 |           |
| Antimony Sulphuret, powd., pure, 10 lbs., .16.....lb. | 17-20     |
| Antinosine.....oz.                                    | 2.10      |

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|---|-------|
| Antiphrasin, Klebs', 15-oz. vials, ea.                            | 2.75  |
| Antipyretic Liquid, Tilden's.....dos.                             | 2.50  |
| Antipyriae, Dr. Knorr's.....oz.                                   | .51   |
| New Grade.....oz.   | .30   |
| Antistreptococic Serum (Veterinary), "Pasteur," 10-oz. vial, dos. | 9.00  |
| Antitoxic Serum (Veterinary), "Pasteur," 10-oz. vial.....dos.     | 9.00  |
| Antithyroidin, 10-oz. vials.....oz.                               | 1.50  |
| Antitoxin, Diphtheria, Stearns':                                  |       |
| No. 0, per 500 units.....1.10                                     |       |
| No. 1, per 1,000 units.....1.05                                   |       |
| No. 2, per 2,000 units.....1.80                                   |       |
| No. 3, per 3,000 units.....2.40                                   |       |
| No. 4, per 4,000 units.....6.50                                   |       |
| Antivom. Ritsert, Pills, 30 ea.....dos.                           | 9.50  |
| Apioi, Fluid Green.....oz.  | .35   |
| Capsules, Joret's.....dos.  | 6.25  |
| Apolysin.....oz.  | .65   |
| Apomorphine, Hydrochlor, Cryst.....oz.                            | 7.50  |
| Amorphous.....oz.   | 2.80  |
| Areca, Nuts, powd.....lb.   | 25-28 |
| Argentamine.....oz.   | .75   |
| Argols, Red, powdered.....lb.                                     | 13    |
| Argonia.....oz.   | .65   |
| Aristol, 25 oz., 1.65.....oz.                                     | 1.80  |
| Aristochin, oz.....oz.  | 2.20  |
| ".....oz.   | 2.25  |
| Arrowroot, Bermuda, true.....None in market                       |       |
| St. Vincent, 30 lbs., .14.....lb.                                 | .15   |
| Taylor's, 1-lb., 24 lbs., .28.....lb.                             | .33   |
| Arsenauro, 1-oz. bots.....dos.                                    | 8.50  |
| Arsenic, Donovan's Sol.....lb.                                    | .30   |
| Fowler's Sol.....lb.  | .16   |
| White.....lb.   | .12   |
| Aspirin, 50 oz., .38.....oz.                                      | .43   |
| Atropin, Sulph., 1-oz.....oz.                                     | 5.05  |
| Balsam, Copaiba, Para, 5 lbs., .48.....lb.                        | 47-50 |
| Fir, Canada.....lb.   | 50-55 |
| Oregon.....lb.  | 25-30 |
| Pera 10-lb. can, .33.....lb.                                      | 1.25  |
| Tolu 10-lb. can, .33.....lb.                                      | .35   |
| Barbadoes Tar.....gal.  | .60   |
| Barium, Acetate.....oz.   | 15    |
| Carbonate.....lb.   | 40    |
| Chloride.....lb.  | 17    |
| Nitrate.....lb.   | 15    |
| Oxide, pure.....oz.   | 10    |
| Bark, Angostura.....lb.   | 55    |
| Barberry.....lb.  | 25    |
| Berberis Aquifol.....lb.  | 20    |
| Buckthorn.....lb.   | 15    |
| Canella.....lb.   | 20    |
| Cascara, Sagrada.....lb.  | 20-25 |
| Cascarilla, select.....lb.  | 25    |
| Cassa, in mats.....lb.  | 14    |
| Saigon.....lb.  | .65   |
| Cinchona, Red, E. I.....lb.                                       | 34    |
| powdered, 10 lbs., .33.....lb.                                    | 32-35 |
| Cinchona Chisaya.....lb.  | .30   |
| powd.....lb.  | .40   |
| pale, lb., .30; powdered.....lb.                                  | .25   |
| Cinnamon, Ceylon.....lb.  | .85   |

## PRESCRIPTION FILES

### THE RELIANCE

The Only Practical Device on the Market

Cabinet has perforator for top. Each drawer has our patented arch file. Capacity of each drawer is 800 prescriptions. File is quick and handy, and saves time and labor in referring to old numbers. Transfer cases have removable arch wires. Capacity is 1,000 prescriptions.

Send for testimonials and our catalogue of our line of druggists' filing devices and specialties.

RELIANCE CABINET FILE CO.,

Style  
No. 1



208 Longworth Street,  
Cincinnati, O.

## TRADE-MARKS

REGISTERED  
UNDER THE NEW ACT.

A. E. GLASCOCK,

PATENT ATTORNEY,

COLORADO BUILDING

WASHINGTON, D. C.



## D. NEEDHAM'S SONS' Red Clover

has been on the market 25 years, and is the Best Blood Purifier Known. It cures Cancer, Eczema, Salt Rheum, Rheumatism, Blood Poison and Constipation. PUT UP IN THREE FORMS: Blossoms, \$4 00; Fluid Extract, \$8.00; Solid Extract, \$30.00 per dozen.

Order of your jobber. Attractive advertising matter, on application, from the manufacturers.

D. NEEDHAM'S SONS, Chicago



## APPERT Glass Lime Water Containers and Dispensers.



Contents Always  
Ready.

No Filtering,  
No Trouble,  
Unbreakable.

Write for Pam-  
phlet 10.

All Sundry Deal-  
ers sell them.

VASOS Y DISPEN-  
SADORES DE AGUA  
DE CAL DE CRIS-  
TAL APPERT.

El contenido se ha-  
lará siempre á punto  
de tomarse. No hay  
filtración ni molestias.  
Son irrompibles. Pí-  
dase el folio 10.  
Todos los tratantes de  
artículos varios de far-  
macia los tienen. Se  
solicita correspond-  
encia.

R. 3 GALL.

C. 8 GALL.

Manufactured by Mississippi Glass Co.

C. L. FLACCUS GLASS CO.,

41 BARCLAY ST., NEW YORK. Sole Selling Agents.



|  |   |  |
|--|---|--|
| Mark, Condurango.....lb. .25   | Breast Tea, 5 lbs., .25.....lb. .27-30                | Colchicine, cryst., 15-gr. vials.....grain. .14                        |
| Kim, selected.....lb. .30-35   | Brimstone Roll, bbls., 24.....lb. .4-5                | Collodion.....lb. .77  |
| ground, 10 lbs., 18.....lb. .23  | Bromine.....oz. .13                                   | Cantharidal.....lb. 2.00   |
| powdered, 10 lbs., 22.....lb. .25  | Bromoform.....oz. .19                                 | Flexible.....lb. .77   |
| Hemlock, crushed.....lb. .15   | Buds, Balm of Gilead.....lb. .45                      | Colocynth Apple.....lb. .50  |
| Messicoa.....lb. .25   | Cassia.....lb. .25                                    | powdered.....lb. .50   |
| Oak, white, crushed.....lb. .15  | Butter, Cocoa, 12 lbs., .25.....lb. .40-43            | Composition Powder, 2 ozs.....lb. .25                                  |
| Orange Peel, bitter.....lb. .16  | Butylchloral.....oz. .35                              | Confection, Senna.....lb. .40  |
| Prickly Ash.....lb. .25  | Cadmium, Bromide.....oz. .17                          | Copper, Sulph., bbl., 51.....lb. 7-8                                   |
| Quercacho.....lb. .25  | Iodide.....oz. .25                                    | Iodide.....oz. .25   |
| Sassafras, 10 lbs., 14.....lb. .16   | Caffeine, 1 lb., 3.40.....oz. .29-31                  | Copperas, bbl. 1.....lb. .25   |
| Sassafras, Extra.....lb. .25-25  | Bromide.....oz. .25                                   | Corrosive Sublimate, 10 lbs., 80 lb.....lb. .50                        |
| Simsarba.....lb. .40-45  | Citrate, U. S. P., lb., 2.20.....oz. .21-23           | powdered, 10 lbs., 90.....lb. .50                                      |
| Soap (Quillaja), cut, 5 lbs., 11.....lb. .12   | Valerianate.....lb. .15                               | Coumarin, Cryst., 5 lbs., 7.00.....oz. .70                             |
| powdered.....lb. .15   | Calamine.....lb. .10-12                               | Cowhage.....lb. .40  |
| Wild Cherry, 5 lbs., 12.....lb. .14  | Calcium, Carb. precip.....lb. 8-10                    | Cream Tartar, 50 p. c., powdered, 50 lb., 20; 1 lb., 27.....lb. .25-30 |
| " " ground, 5 lbs., 14.....lb. .16   | Glycerophosphate.....oz. .25-50                       | Creolin, lbs.....oz. .50   |
| Witch Hazel.....lb. .20  | tablets, boxes, 50 5-gr.....oz. .30                   | Creosote, Beechwood Tar.....lb. 1.00-2.50                              |
| Barley, Pearl.....lb. 5-6  | Hypophosphite, lb., .85.....oz. .10-14                | Carbonate, lbs., 9.00.....oz. .60                                      |
| Bay Rum, Porto Rico.....gal. 1.90-2.35   | Iodide.....oz. .43                                    | Phosphite, lb., 10.00.....oz. 1.00                                     |
| St. Thomas.....gal. 2.50-3.00  | Lactophosphate.....oz. .12-15                         | Phosphite, lb., 10.00.....oz. 1.00                                     |
| Benzal, Calabar.....lb. .25  | Phosphate, precip.....lb. .15                         | Crarin Kalle, 25 grms.....each. 1.50                                   |
| St. Ignatius.....lb. .20   | Sulphide.....lb. .25                                  | Cystogen, powdered ozs.....oz. 1.00                                    |
| Tonka, Agostura.....lb. .75-85   | Calomel, 10 lbs., .85.....lb. .90-95                  | " " powdered, 8 ozs.....pkg. 4.00                                      |
| Vanilla, Mexican, long.....lb. 8.50  | Camphor, Monobromated, lbs., 1.50.....oz. .21         | " " 5-gr. tablets, ozs.....oz. 1.10                                    |
| " " med.....lb. 7.50   | Cantharides, Russian.....lb. 1.50-1.80                | " " 8 ozs.....pkg. 8.00  |
| " " short.....lb. 7.00   | powdered.....lb. 1.05-1.75                            | " " 25's.....oz. 4.00  |
| " " Bourbon, long.....lb. 6.50   | Cantharidal Vesicant, ozs.....oz. 2.50                | " " Aperient.....oz. 5.00  |
| " " med.....lb. 5.50   | Cantharidin.....grain. 1-3                            | Cumarine, lb., 4.50.....oz. .40  |
| " " short.....lb. 4.50   | Capicuma, African.....lb. .19-21                      | Cuticle Powder.....lb. 1.00  |
| Benzol, Coal Tar.....lb. .24   | powdered, 5 lbs., 22.....lb. .25-28                   | Cuttle-Fish Bone, select.....lb. 2.50                                  |
| Benzosol.....oz. 1.25  | Caroid, powder form.....oz. 1.25                      | Dextrin, bag, 7.....lb. 8-10   |
| Berberine, Carb.....oz. 5.00   | and Soda Tablets, 150s.....bot. .67                   | Diabetin.....lb. 1.20  |
| Hydrochlor.....oz. 1.80  | Carbon, Disulphide.....lb. .11                        | Digalen, 1-oz. vial.....oz. 1.00                                       |
| Berries, Cubeb, lb., 16; powdered.....lb. .22-25                                       | Carminic No. 40, lb., 4.25-4.50.....oz. .30-35        | Digitalin, 1 oz.....oz. 7.00   |
| Fish.....lb. .12   | Castor, Fiber, oz., 1.25; powdered, ozs. 1.25-1.50    | Diuretin.....oz. 1.70  |
| Juniper.....lb. 6-8  | Cerium, Oxalate, lb., 45.....oz. .7                   | Dover's Powder, 10 lbs., 1.10.....lb. 1.15                             |
| powdered.....lb. .15   | Chalk, French, powdered.....lb. .10                   | Dragon's Blood, reeds.....lb. .60                                      |
| Pete.....lb. .20   | precip., Thomas' Eng., 7-lb. bag.....lb. .9           | extra powdered.....lb. 1.00  |
| Prickly Ash.....lb. .25-35   | prepared, Thomas' Eng., 8-lb., white, box.....oz. .65 | Duotal.....oz. 1.50  |
| Same.....lb. .20   | prepared, Thomas' Eng., 8-lb., pink, box.....lb. .7   | Earth, Fuller's, po., 25 lbs., 5.....lb. 6-8                           |
| Beta-Hucaine.....oz. 8.50  | Charcoal, Animal, powd.....lb. .10                    | Eka-Iodoform.....oz. .70   |
| Bismuth, Ammonia Citrate, lb., 2.50.....oz. .25  | Willow, powd.....lb. .14                              | Elaterium.....oz. .70  |
| Subcarbonate.....lb. 2.25  | Chloral Hydrate, 5 lbs., 1.10.....lb. 1.15-1.25       | Emulsol, per doz., 2 ozs.....oz. 6.00                                  |
| Subnitrate, 5 lbs., 2.50.....lb. 2.85  | Croton.....oz. .35                                    | Elixir Iodo-Bromide of Calcium   |
| Subgallate, lb., 2.95.....oz. .25-28   | Chloralamid, 25 pags., 70.....pkg. .80                | Comp. Tilden's.....pt. .25   |
| Subsalicylate, lb., 3.60.....oz. .28-28  | Chloroform, Purified, 5 lbs., 38.....lb. .40          | Empyroform.....oz. .65   |
| Blacklegline, "Pasteur," (Blackleg Vaccine, cord form), No. 1, 10 doses.....dos. 12.00 | Commercial, 5 lbs., 33.....lb. .35                    | Eosote (Creosote Valerianate).....oz. .67                              |
| Blacklegline, "Pasteur," (Blackleg Vaccine, cord form), No. 2, 20 doses.....dos. 20.00 | Cinchonidine, Salicylate.....oz. .45                  | Epicarlin.....oz. .50  |
| Blacklegline, "Pasteur," (Blackleg Vaccine, cord form), No. 3, 50 doses.....dos. 48.00 | Sulphate, 5-oz. cans, 27.....oz. .32                  | Epsom Salts, bbl., 1.....lb. 2-3                                       |
| Blackleg Vaccine, "Pasteur," powder packet.....dos. 12.00                              | Cinchonine, Sulphate.....oz. .13-17                   | Ergotine, Bonjeans, lb., 5.50.....oz. .80                              |
| Bladder Wrack.....lb. .25  | Cinnabar.....lb. 1.50                                 | Ergot, Spanish.....lb. .55   |
| Blue Vitriol, bbl., 54; 100 lbs., 6.....lb. 8-10                                       | Civetite.....oz. 2.50                                 | powdered.....lb. .65   |
| powdered, 50 lbs., 10.....lb. .12  | Clay, China, lb., 8; powdered.....lb. .10             | Russian, lb., 48; powdered.....lb. .55                                 |
| Bole, Armenia, powdered, true.....lb. .12  | Cloves, 10 lbs., 18.....lb. .18                       | Eserine.....grain. .25   |
| Bone Ash.....lb. .15   | powdered, 5 lbs., 20.....lb. .24                      | Sulphate, 5-gr. v.....grain. .17                                       |
| Borax, 100 lbs., 34.....lb. 9-12   | Cobalt, Carbonate.....oz. .35                         | Salicylate, 5-gr. v.....grain. .17                                     |
| powdered, 50 lbs., 34.....lb. 9-12   | Chloride.....oz. .30                                  | Ether, Nitrous, Conc., 1/2 and 1 lb.....1.00-1.25                      |
|  | Nitrate, oz., 25; powdered.....oz. .25                | Sulphuric, 1850, lb., .65; washed.....lb. .75                          |
|  | Cocaine, Hydrochlorate, Cryst.....oz. 3.75-4.00       | Concent., 1890.....lb. .50   |
|  | Alkaloid.....oz. 4.30-4.55                            | Acetic.....lb. .50   |
|  | Oleate, 5 per cent.....oz. 1.00-1.15                  | Ethiops Mineral.....lb. .70  |
|  | Cochineal, Honduras.....lb. .55                       | Ethyl Bromide, 1-oz. bot. or tube.....oz. .20-25                       |
|  | powdered.....lb. .60                                  | Iodide.....oz. .54   |
|  | Codeine, Pure Alkaloid, ozs.....oz. 2.95-3.20         | Eucaine, Hydrochlor., 1/2 oz., 5.00; 1/4 oz., 2.50                     |
|  | Sulphate, ozs.....oz. 2.25-2.40                       |  |

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| Eudoxine.....oz.                                   | 2.10      | Carbonate, oz. 1.50; Salicylate.....oz.  | 1.00                | Cascara Sagrada Bark, oas.....lb.            | 25   |
| Eupthalmine, Hydrochloride.....gm.                 | 1.25      | Phosphite.....oz.                        | 1.50                | Catalp, oas.....lb.                          | 25   |
| Exodin, 7½-gr. tablets, 10 in box.....box          | 3.80      | Gualacophosphat.....oz.                  | 1.50                | Centaur, American Herb, oas.....lb.          | 24   |
|  | 1.40      | Guarana, powdered.....lb.                | 90-1.00             | Centaur, Minor, oas.....lb.                  | 25   |
| Extract, Logwood, boll, 24-lb. box.....lb.         | 1.10      | Gum, Aloes, Cape.....lb.                 | 25-27               | Chamomile Flowers, German, oas.....lb.       | 25   |
| " 11; 1 lb., 15; 1 lb., 13; 1 lb.....lb.           | 1.13      |  |                     | Roman, oas.....lb.                           | 25   |
| Elystons.....oz.                                   | 30-43     | Curacao.....powdered.....lb.             | 25-27               | Chiretta.....lb.                             | 25   |
| Ferratin, pow. or tablets, 25 oas.....oz.          | 75-85     |  |                     | Clover Heads, red, oas.....lb.               | 24   |
| Ferripyrrine.....oz.                               | 1.35-1.50 | Scottrine, lb., 38; powdered.....lb.     | 45                  | Cramp Bark, oas.....oz.                      | 24   |
| Ferro-Somatese, lbs. and 1 lb.....lb.              | 6.50      | Ammoniac.....lb.                         | 30                  | Cranesbill Root, oas.....lb.                 | 25   |
| " 1 lb.....lb.                                     | 6.75      | Arabic, 1st's.....lb.                    | 45                  | Damiana Leaves, oas.....lb.                  | 25   |
| " 2-oz. tins.....doz.                              | 10.50     | " powdered.....lb.                       | 55                  | Dandelion Root, true, oas.....lb.            | 25   |
| Firweil, Tilden's.....pt.                          | 23        | 2d's, lb., 35; powdered.....lb.          | 45                  | Dog Grass, oas.....lb.                       | 25   |
| Flowers, Arnica.....lb.                            | 15-18     | 3d's, lb., 30; 4th's.....lb.             | 28                  | Elder Flowers, oas.....lb.                   | 37   |
| Flse Centaur.....lb.                               | 50        | sifted sorts, lb., 30; sorts.....lb.     | 28                  | Feverfew, oas.....lb.                        | 25   |
| Calendula.....lb.                                  | 25        | Asarctida, lb., 25-35; powdered.....lb.  | 40-45               | Fleabane Herb, Canada, oas.....lb.           | 24   |
| Chamomile, Roman.....lb.                           | 25-32     | Benson.....lb.                           | 35-40               | Galega or Goat's Rue.....lb.                 | 75   |
| " German, 1908, 25; German, 1904, lb.....lb.       | 30        | Campbor, 100 lbs., 72-78.....lb.         | 75-80               | Galea and Thread Herbs, oas.....lb.          | 75   |
| " ".....lb.  | 30        | Catchin, powdered.....lb.                | 25-35               | Gravel Plant, Herb, oas.....lb.              | 25   |
| Elder.....lb.                                      | 25        | Chicle, bag, 45.....lb.                  | 50-55               | Grindella Robusta, oas.....lb.               | 40   |
| Koso, lbs., 50; powdered.....lb.                   | 12-30     | Damar.....lb.                            | 30                  | " Squarrosa, oas.....lb.                     | 40   |
| Lavender.....lb.                                   | 50        | Galbaum, strained.....lb.                | 1.00-1.15           | Hops, 1904 crop, oas.....lb.                 | 50   |
| Malva, Black, lb., 40; Miao.....lb.                | 50        | Gamboge, lb., 35; powdered.....lb.       | 90-1.00             | Horehound, oas.....lb.                       | 24   |
| Mullein.....lb.                                    | 50-60     | Gutar.....lb.                            | 35 powdered.....lb. | Horsemint Herb, oas.....lb.                  | 25   |
| Orange.....lb.                                     | 1.00      | Kino.....lb.                             | 40 powdered.....lb. | Hyasop Herb, oas.....lb.                     | 25   |
| Rose, Red, French.....lb.                          | 1.25-1.50 | Myrrh.....lb.                            | 35 powder-d.....lb. | Ivy, American, bark or root, oas.....lb.     | 25   |
| Rosemary.....lb.                                   | 25        | Extra Select.....lb.                     | 45-50               | Herb, ground.....lb.                         | 25   |
| Spanish, Valencia, lbs., 7.00-8.00.....oz.         | 55        | Oilbanum, garbilings.....lb.             | 12-20               | Jamaica Dogwood Bark.....lb.                 | 25   |
| Saffron, Amer.....lb.                              | 1.30-1.40 | Oilbanum, tears.....lb.                  | 20-25               | Johnswort Herb.....lb.                       | 25   |
| Formaldehyde.....lb.                               | 15-32     | Opium, lb., 3.30-3.50; powdered.....lb.  | 3.90-4.00           | Lady Slipper Root.....lb.                    | 50   |
| Formalin, lbs., 1.75.....oz.                       | 21        | Sandarac.....lb.                         | 20-25               | Lily Everlasting, oas.....lb.                | 25   |
| Tablets, 5 grs., 50 in tube, ea.....oz.            | 30        | Shalac, D. O.....lb.                     | 55-65               | Lindlin Flowers, with leaves, oas.....lb.    | 45   |
| " 5 grs., 100 in tube, ea.....oz.                  | 50        | " English.....lb.                        | 70-80               | Liverwort, German, oas.....lb.               | 50   |
| " 7½ grs., 50 in tube, ea.....oz.                  | 30        | Shellac, Garnet.....lb.                  | 60                  | Leaves, German, oas.....lb.                  | 25   |
| " 7½ grs., 70 in bot., ea.....oz.                  | 50        | Spruce, true.....lb.                     | 1.75-2.00           | Lobelia, oas.....lb.                         | 25   |
| Formol, lb., 55; 5-lb. bots.....lb.                | 50        | Thus.....lb.                             | 3-12                | Malden Hair, oas.....lb.                     | 25   |
| Galega-Vera.....doz.                               | 10-20     | Tragacanth, Aleppo, No. 1.....lb.        | 90                  | Marjoram, Sweet, oas.....lb.                 | 25   |
| Galestone.....doz.                                 | 10-50     | " powdered.....lb.                       | 90                  | Mallow, oas., lb., 34; wild, oas.....lb.     | 30   |
| Gambier, mats, 3.....lb.                           | 10-12     | " No. 2.....lb.                          | 70                  | Motherwort, oas.....lb.                      | 24   |
| Garlic.....string                                  | 25        | " Turkey, powd.....lb.                   | 30                  | Mullein, German.....lb.                      | 25   |
| Gelatin, Cooper's.....lb.                          | 50        | Gum Cotton.....oz.                       | 25                  | Pansy Herb.....lb.                           | 43   |
| " French, White.....lb.                            | 50        | Gutta Percha, Chips.....lb.              | 1.50                | Paraguay Tea, genuine.....lb.                | 50   |
| Geosol, Gualacol Valerinate.....oz.                | 1.24      | Hedonal pkgs, 6 tests.....pkgs.          | 1.60                | Pennyroyal, oas., lb., 20; Leaf, oas.....lb. | 25   |
| Glass Wool, for filtering acids.....oz.            | 1.25      | Heilthia.....oz.                         | 30                  | Peppermint, oas.....lb.                      | 37   |
| Glucose.....lb.                                    | 13        | Hemieramine.....pkgs.                    | 20                  | German, bulk, lb., 78; Herb, oas.....lb.     | 34   |
| Glintol.....oz.                                    | 55        | Hemogallol.....oz.                       | 20                  | Plantain Leaves, Red, oas.....lb.            | 25   |
| Glycerin, O. P. 30, can 50 lbs., 15 lb.....lb.     | 18-20     | Hemiramine.....oz.                       | 20                  | Poppy Leaves, Red.....lb.                    | 25   |
| Goat's Rue Fluid Extract.....lb.                   | 1.75      | Herb, Agrimony, German, lb., 20.....oz.  | 25                  | Prince's Pine Leaf, oas.....lb.              | 25   |
| " ".....lb.  | 1.85      | Arnica Flowers, oas.....lb.              | 20                  | Pulsatilla, lb., oas.....lb.                 | 25   |
| " ".....lb.  | 2.00      | Althea.....lb.                           | 55                  | Rasperry Leaf, oas.....lb.                   | 40   |
| Gold Chloride, 15-gr. bot.....doz.                 | 5.18      | Balm, lemon, oas., 40 sweet, oas.....lb. | 35                  | Rue, oas.....lb.                             | 24   |
| and Sodium.....doz.                                | 2.70      | Balmory, Leaves, oas.....lb.             | 28                  | Saffron, American, oas.....lb.               | 1.50 |
| Goose Grease.....lb.                               | 60-70     | Bittersweet, Twigs, oas.....lb.          | 30                  | Sage, lbs., lb., 18; oas.....lb.             | 18   |
| Green, Paris, kgs., 13½.....lb.                    | 17-20     | Bittersweet.....lb.                      | 10                  | Domestic, oas.....lb.                        | 25   |
| Grape Juice, Gleason's, pts., 3 doz. case.....doz. | 4.75      | Blackhaw, Bark of Root, oas.....lb.      | 40                  | Savin Leaves, oas.....lb.                    | 25   |
| " ".....pts. 1 doz. case.....doz.                  | 4.50      | Bladder Wrack, oas.....lb.               | 30                  | Southernwort Herb, oas.....lb.               | 45   |
| " ".....1 gal. case of 3.....doz.                  | 4.75      | Blessed Thistle Leaves, oas.....lb.      | 25                  | Spearmint, oas.....lb.                       | 25   |
| " ".....1 gal. case of 4.....doz.                  | 4.50      | Bonnet, oas.....lb.                      | 25                  | Tansy, oas.....lb.                           | 25   |
| Welch's, qts., 1 doz. case.....doz.                | 4.50      | Bonnet, Herb, oas.....lb.                | 25                  | Thyme, oas.....lb.                           | 25   |
| " ".....pts., 2 doz. case.....doz.                 | 4.50      | Broom Top, Scotch, oas.....lb.           | 25                  | Vervain, oas.....lb.                         | 25   |
| " ".....qts., 1 doz. case.....doz.                 | 4.50      | Buckthorn Bark, oas.....lb.              | 22                  | Viola tricolor, oas.....lb.                  | 25   |
| Randall's, qts., 1 doz. case.....doz.              | 4.50      | Bugle, Bitter, Herb, oas.....lb.         | 30                  | Wormwood, oas., lb., 30; powdered.....lb.    | 25   |
| " ".....pts., 2 doz. case.....doz.                 | 4.75      | Burdock.....lb.                          | 35                  | Yerba Santa.....lb.                          | 25   |
| " ".....qts., 1 doz. case.....doz.                 | 5.00      |  |                     |  |      |

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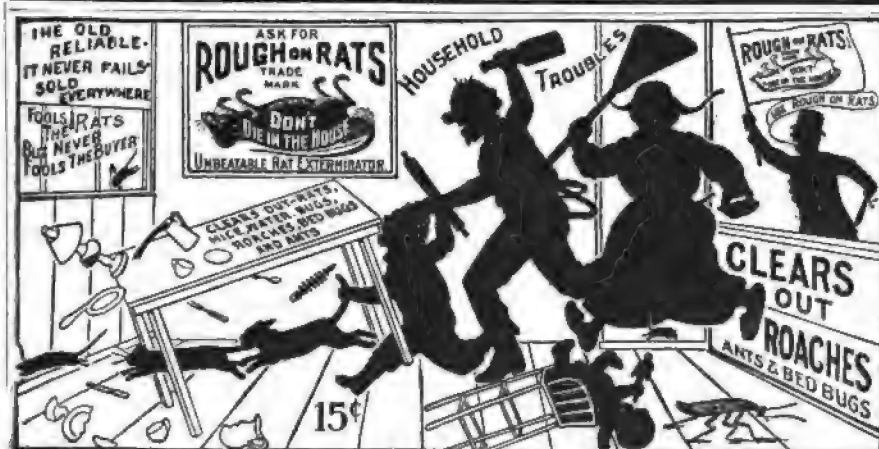


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| Hippol, Crystalline.....                                      | os.         | 1.50   | Jecorin Tablets, 12's.....                     | dos.    | 4.00    | Strawberry Leaves.....                 | lb.  | .35       |
| Tab., 7½ grs. ea.....   | box         | .65    | Jewellers' Rouge.....                          | lb.     | .75     | Uva Ursa.....                          | lb.  | .13       |
| Hydrocyanate of Iron, Tilden's.....                           | os.         | .80    | Juice, Dandelion, Eng.....                     | lb.     | 1.40    | Witch Hazel.....                       | lb.  | .15       |
| Honey.....  | lb.         | 12-15  | Juniper, Germ.....                             | lb.     | .25-30  | Leeches, Swedish, per 100, 4.00.....   | dos. | .30       |
| Hops, fresh, 1904, bulk, 38.....                              | lb.         | 40-42  | Lime.....                                      | gal.    | 90-1.00 | Liquorice, P. S.....                   | lb.  | .35       |
| pressed, 1, 1 and lbs.....                                    | lb.         | 40-42  | Junket Tablets (10c. size), 3 dos.....         | dos.    | .80     | Coriario.....                          | lb.  | .30-35    |
| pressed, oas.....   | lb.         | .45    | Kamaia, purified, powdered.....                | lb.     | 1.50    | Y. & S, 5-lb. boxes.....               | lb.  | .35       |
| Holocain, 1-gramme vials, .35; 5-gramme vials, 1.50.....      | 1-oz. vials | 7.00   | No. 2 powdered.....                            | lb.     | .65     | Lime, Chlorinated, bulk, bbls., 5..... | lb.  | .5-9      |
| Hematropine, Hydrobrom, 5, 10 and 15 vials.....               | grain       | .35-40 | Kaolin.....                                    | lb.     | .08     | 1-lb. tins.....                        | lb.  | .10-12    |
| Hydrastine, Alkaloid.....                                     | os.         | 8.25   | Kelene, automatic, 1.10.....                   | 50-1.00 |         | Litharge.....                          | lb.  | .35       |
| Hydrogen Dioxide.....   | lb.         | 28-50  | Kermes Mineral.....                            | lb.     | 1.10    | Lithium, Bromide.....                  | os.  | 1.75-2.00 |
| Hydroquinone.....   | os.         | .15    | Kola Nut lb., 25; powdered.....                | lb.     | .85     | Citrate.....                           | lb.  | 1.35      |
| Hyocyanamine, Alkaloid, 5, 10, 15 gr.....                     | grain       | .40    | Kresamin.....                                  | os.     | 1.00    | Glycerino-Phosph.....                  | os.  | .74       |
| Hydrobromate, 5, 10, 15 gr.....                               | grain       | .30    | Lactophenin, powd. or tab., 25 oas.....        | os.     | 1.00    | Iodide.....                            | os.  | .41       |
| Sulphate, pure Amorph., 5, 10, 15 gr.....                     | grain       | .25    | Lacto-Somatose, 2-oz. tins.....                | dos.    | 10.50   | Salicylate.....                        | os.  | .15       |
| Hypnal, Hoechst.....  | os.         | 1.15   | 1-lb.....                                      | lb.     | 6.75    | Litmus.....                            | lb.  | .40       |
| Iatrol.....   | os.         | .95    | 1-lb.....                                      | lb.     | 6.50    | Losophan.....                          | os.  | 1.80      |
| Ichthyol, lb., 4.00.....                                      | os.         | .32    | Lactucarium, lbs., 4.00.....                   | os.     | .40     | Lunar Caustic, pure, 7.50.....         | os.  | .40-51    |
| Indigo, Madras.....   | lb.         | .75    | Laminoids.....                                 | dos.    | 8.00    | In cones.....                          | os.  | .00-05    |
| Manila.....   | lb.         | .75    | Lanikol, 1-oz. jars, dos., 2.50; 4-oz.....     | lb.     | 2.50    | Lupulin, American.....                 | lb.  | .95       |
| Sulphate comp., 5-lb. bot.....                                | lb.         | .45    | dos., 9.50.....                                | lb.     |         | German.....                            | lb.  | .50       |
| Paste.....  | lb.         | .20    | Lanolin, Liebrich (Wool Fat), 10 lbs., 70..... | lb.     | .75     | Lycetol, 10 oas., 2.80.....            | os.  | 4.35      |
| Insect Powder, pure bbls., 35; 50 lbs., 25; 25 lbs., 38.....  | lb.         | 38-42  | Lanoline Puriss, B. J. D.....                  | lb.     | .40     | Lycopodium, Polita, 10 lbs., 75.....   | lb.  | .80-85    |
| W. & B. bbls., 20; kegs, 50 lbs., 20; drums, 25 lbs., 21..... | lb.         | .25    | Lead, Acetate, White.....                      | lb.     | 12-14   | Lysol.....                             | lb.  | 1.75      |
| Iodine, lb., 5.00.....  | os.         | 35-42  | Carbonate.....                                 | lb.     | .12     | Mace.....                              | lb.  | .70       |
| Iodoform, lb., 5.50.....                                      | os.         | .41    | Iodide.....                                    | lb.     | .25     | Magnesia, Calcined.....                | lb.  | 70-75     |
| Iodol.....  | os.         | 1.25   | Red.....                                       | lb.     | .10     | heavy.....                             | lb.  | 75-85     |
| Iodopyrine.....   | os.         | 1.40   | Subacetate, Sol.....                           | lb.     | .16     | Magnesium, carbonate, 1 lb.....        | lb.  | 20-30     |
| Iodothyryne, oas., 3.40; 1-oz., 2.60; 1-oz.....               | lb.         | 3.90   | Leaf, Aconite.....                             | lb.     | .20     | 2 os.....                              | lb.  | 22-23     |
| Iron, by Hydrogen, gray, U. S. P.....                         | lb.         | .45    | Leaf, Eng., 1-lb. cans only.....               | lb.     | 1.10    | S. S.....                              | lb.  | 55-70     |
| Benzoate.....   | os.         | .25    | Arbor Vitae.....                               | lb.     | .30     | Citrate, gran.....                     | lb.  | 50-75     |
| Carbide.....  | os.         | 5.00   | Bay.....                                       | lb.     | .12     | Sulph. (Epsom Salts), bbls., .015..... | lb.  | 3-4       |
| Carbonate, precip., lb., 18; sack.....                        | lb.         | .50    | Belladonna.....                                | lb.     | .25     | Maltopapsine, Tilden's.....            | pt.  | .63       |
| Vallet's.....   | lb.         | .30    | Eng., 1-lb. cans only.....                     | lb.     | 1.20    | Manganauo, 1-oz. bots.....             | os.  | 8.50      |
| Chloride.....   | lb.         | .35    | Blackberry.....                                | lb.     | .20     | Manganese, Black Oxide.....            | lb.  | 5-12      |
| Sol., U. S. P.....  | lb.         | .14    | Blessed Thistle, oas.....                      | lb.     | .27     | Hypophosphite, os., 20; sulphate.....  | os.  | .5        |
| Tinct., U. S. P.....  | lb.         | .55    | Borage, oas.....                               | lb.     | .38     | Manna, large flake.....                | lb.  | 60-70     |
| Citrate, U. S. P.....   | lb.         | .50    | Butternut.....                                 | lb.     | .15     | small flake, 5 lbs., 40.....           | lb.  | .45       |
| and Ammonium.....   | lb.         | .55    | Buchu, long, lb., 60; short.....               | lb.     | .25     | Mannite.....                           | lb.  | 3.25      |
| and Quinine, lbs., 1.90.....                                  | os.         | 12-23  | Castor Oil.....                                | lb.     | .30     | Marble Dust.....                       | bd.  | 1.50      |
| Dialsed, Solution.....  | lb.         | .35    | Cherry Laurel.....                             | lb.     | .40     | Martian.....                           | os.  | 1.25      |
| Glycerophosphate.....   | os.         | .40    | Chestnut.....                                  | lb.     | .23     | Menthol, lbs., 2.75.....               | os.  | 22-25     |
| tablets, boxes, 50 5-gr.....                                  | os.         | .40    | Coca, Huancu, lb., 40; Truxillo.....           | lb.     | .32     | Mercuro, 1-oz. bots.....               | os.  | 8.50      |
| Iodide, os., 45; syrup of.....                                | lb.         | .45    | Coltsfoot, oas.....                            | lb.     | .25     | Mercury, 5 lbs., 70.....               | lb.  | 72-73     |
| Lactate.....  | os.         | .25    | Conium, lb.....                                | lb.     | .16     | Colloidal.....                         | os.  | .85       |
| Perfrate, Solution.....                                       | lb.         | .51    | Damiana.....                                   | lb.     | .30     | Ammon.....                             | lb.  | 1.10      |
| Phosphosphate, Soluble.....                                   | lb.         | .51    | Digitalis.....                                 | lb.     | .25     | Bisulphate.....                        | lb.  | .75       |
| Phosphate scales, U. S. P.....                                | lb.         | .23    | Eng., 1-lb. cans only.....                     | lb.     | .85     | Chloride, Corrosive, 10 lbs., 50.....  | lb.  | .80       |
| Subsulphate (Monel's).....                                    | lb.         | .15    | Eucalyptus.....                                | lb.     | .15     | Chloride, powdered, 10 lbs., 50.....   | lb.  | .85       |
| Solution (Monel's).....                                       | lb.         | .15    | Fern, sweet, oas.....                          | lb.     | .22     | Calomel, 10 lbs., 90.....              | lb.  | .95       |
| Sulphate, pure.....   | lb.         | .6     | Forglove, oas.....                             | lb.     | .30     | with Chalk.....                        | lb.  | .43       |
| exsiccated.....   | lb.         | .15    | Hyoscyamus.....                                | lb.     | .25     | Iodide, Proto, lbs., 3.65.....         | os.  | .27       |
| and Potass, Tartrate.....                                     | lb.         | .48    | Am., 1-lb. cans only.....                      | lb.     | 1.60    | Bisulphate.....                        | os.  | .37       |
| and Ammonium Tartrate.....                                    | lb.         | .62    | Eng., Biennial, 1-lb. bots. only.....          | lb.     | 3.00    | Oxide, Red.....                        | lb.  | 1.10      |
| Isatrol, lb., 4.10.....                                       | os.         | 30-35  | Germ., bulk.....                               | lb.     | .25     | Pill (Blue Mass).....                  | lb.  | .47       |
| Isinglass, American.....                                      | lb.         | .90    | Jaborandi, true.....                           | lb.     | .34     | powdered.....                          | lb.  | .57       |
| Russian, true, Beluga.....                                    | lb.         | 4.25   | Laurel, true.....                              | lb.     | .15     | Herring's English.....                 | lb.  | 1.25      |
|   |             |        | Matico.....                                    | lb.     | .35     | Red Precipitate.....                   | lb.  | 1.05      |
|   |             |        | Patchouli.....                                 | lb.     | .60     | White Precipitate.....                 | lb.  | 1.10      |
|   |             |        | Raspberry, oas.....                            | lb.     | .25     | powdered.....                          | lb.  | 1.15      |
|   |             |        | Senna, Alexandria.....                         | lb.     | 25-35   | Mesotan-Bayer.....                     | os.  | .47       |
|   |             |        | Tinively.....                                  | lb.     | 15-20   | Methyl, Acetate.....                   | os.  | .45       |
|   |             |        | India.....                                     | lb.     | .15     | Bichloride.....                        | os.  | .65       |



A large Lithograph, 14x21, in seven colors, of the above Rough on Rats illustration (Household Troubles), which has convulsed the world with laughter, with comic descriptive verses, mailed free to any address. E. S. WELLS, Jersey City, N. J., U. S. A.

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|--|----------|
| Rough on Roaches (non-poisonous)         | 15c, 25  |
| Rough on Fleas (powder), for dogs, etc.  | 25c      |
| Rough on Fleas (liquid), cans, household | 25c      |
| Rough on Red Bugs (liquid)               | 15c, 25c |

All above at druggists; they are too heavy and too low priced to go by mail or express.

La preparación "Rough on Rats" es un exterminador de ratas insuperable, eficaz también para ratones, cucarachas, sábanas, hormigas y chinches. Se emplea en los Estados Unidos desde hace treinta años. Se enviará a la dirección que se indique una litografía de la ilustración de arriba, 14x21, en siete colores. También fabricamos otras preparaciones semejantes que los droguitas pueden vender fácilmente. Invitamos a los lectores de este anuncio en el extranjero a que nos pidan precios y condiciones. Se venden estas preparaciones por los tratantes al por mayor de Nueva York.

E. S. WELLS, Chemist,

(Mention this paper.)

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| Methyl. Iodide.....lb. 1.00                     | Oil, Coconut, Refined, 10 lbs., 18.....lb. .22 | Oil, Spruce.....lb. .09                           |
| Oxide.....oz. .50                               | Codliver, N. F. kegs, 30 gals. 27.00           | Tansy.....lb. 4.00-4.50                           |
| Salicylate.....lb. 50-60                        | to 28.00 ea.....gal. 1.25-1.35                 | Thyme, White.....lb. 1.25                         |
| Methylene, Bichloride.....oz. .65               | Norwegian, bbls., 30 gals., 29.00 to           | Turpentine.....gal. .75                           |
| Migraine, oz. tins.....oz. 1.50                 | 81.00.....gal. 1.15-1.25                       | Valerian.....oz. .05                              |
| Milk Sugar, powdered, 10 lbs., 20.....lb. 21-22 | Copaiba.....lb. 1.10                           | Verbena, true.....oz. .50                         |
| Morphine, Acetate.....oz. 2.80                  | Cottonseed.....gal. 45-55                      | Whale.....gal. .75                                |
| Muriate, ss.....oz. 2.80                        | Croton.....lb. 1.20                            | Wintergreen, Betula.....lb. 2.15-2.25             |
| Sulphate, ss, P. & W.....oz. 2.80               | Croton, Eng.....lb. 1.75                       | Wintergreen, Synthetic, Fries Bros.....lb. .75    |
| 24 oz. cartons (25 ozs., 2.45).....lb. 2.55     | Cubeb, Amer.....lb. 1.15                       | Wintergreen, true.....lb. 3.25-3.50               |
| Moss, Iceland, lb., 12; Irish.....lb. 18-22     | Cumin, lb., 4.50.....oz. .85                   | Wormseed.....lb. 3.50                             |
| Musk, Tonquin, Pods.....oz. 14.00-20.00         | Erigeron.....lb. 1.25                          | Wormwood.....lb. 4.00-4.50                        |
| grain.....oz. 22.00-24.00                       | Eucalyptus, Australian.....lb. .90             | Ointment, Mercurial, 1 M.....lb. .45              |
| Nailfita.....lb. 2.00                           | Fennel.....lb. 1.75                            | 1-3 M.....lb. .40                                 |
| Naphtha.....lb. .24                             | Geranium, Turkish.....lb. 4.50                 | Citrine.....lb. .40                               |
| Wood, 95 p. c., bbls., 75.....gal. 80-90        | French.....lb. 8.00                            | Oleate, Mercury, 20 p. c., lb., 3.00.....oz. .25  |
| Naphthalene, balls, 50 lbs., 34.....lb. 4-5     | Prepared.....lb. 16.00                         | Morphine, 5 p. c.....oz. .40                      |
| cakes and squares.....lb. 6-8                   | Juniper Berries.....lb. 1.50                   | Zinc, powd., lb., 2.50.....oz. .25                |
| Naphthol.....oz. .18                            | Wood.....lb. .80                               | Opium (See Gum).....oz. .80                       |
| Narcotine.....oz. 4.50                          | Lard, No. 1.....gal. .90                       | Orphol.....oz. .80                                |
| Nephritis, Tilden's.....pt. .82                 | Lavender Flowers.....lb. 2.50                  | Orthoform, 1-oz. vials.....oz. 1.40               |
| Nickel, Bromide.....oz. .90                     | Chirita.....lb. 2.75                           | Hydrochlorate.....oz. 1.25                        |
| Carbonate.....oz. .25                           | Garden.....lb. 1.10                            | Pancreatin, ozs., 50.....lb. 6.50                 |
| Chloride.....oz. .20                            | Lemon.....lb. 90-1.00                          | Papain, purified.....oz. 1.00                     |
| Metallic.....oz. .25                            | 1-lb. copper cans.....lb. 1.10                 | Papoid.....oz. 2.00                               |
| Nitrate.....oz. .18                             | Sanderson's.....lb. 1.25                       | Paraffine.....lb. 10-15                           |
| Oxide, pure.....oz. .75                         | Lemongrass.....lb. 3.75                        | Paraformaldehyde, Tablets, Fries                  |
| Sulphate.....oz. 1.10                           | Linseed, Botted, by bbl., 60.....gal. 65-75    | Bros., lb., 3.50.....oz. .35                      |
| Nitroazurin.....oz. 3.50                        | Linseed, Raw, by bbl., 58.....gal. 63-70       | Paris Green, 125-lb. kegs.....lb. 1.04            |
| Nitroglycerin, 1 per cent. Solution,            | Mustard, Expressed.....gal. 75                 | 14-lb. kits, 1 and 3 lb.....lb. .20               |
| lbs., 1.10.....oz. .12                          | Mustard, Essential, lb., 5.50.....oz. 45-50    | 1-lb., lb., 20; 1-lb.....lb. .22                  |
| Nosophen.....oz. 4.50                           | Neatsfoot.....gal. .90                         | Pastilles, Black Fumigating.....lb. .85           |
| Nutrolactis.....oz. 10.00                       | Neroli, Bigarade.....oz. 3.50                  | Red Fumigating.....lb. .40                        |
| Nutgalls, lb., 30; powdered.....lb. 40          | Chirita.....oz. 3.75                           | Paraform.....oz. .80                              |
| Nutmegs.....lb. 35-40                           | Petale.....oz. 4.00                            | Paraldehyde, 1-lb. bots.....lb. 1.50              |
| Nutrose, 1 lb., 4.00; 1 lb., 3.75.....lb. 3.85  | Olive, Malaga.....gal. .75                     | Pellotine, Muriate, 1 and 5 gr. vials             |
| Nux Vomica.....lb. 8-10                         | Fine Salsad, 8-gal. cans, 2.50.....gal. 2.75   | grain.....lb. .85                                 |
| Powdered, pure.....lb. 20-25                    | Orange, Bitter.....lb. 3.20                    | Pental, 10-gramme vials.....each .75              |
| Oakum, bales 50 lbs., .08.....lb. 12            | Sweet.....lb. 2.35                             | Pepper, Black, lb., 18-20; powdered.....lb. 23-25 |
| Oatmeal.....lb. .8                              | 1-lb. copper cans.....lb. 2.40                 | White, lb., 25; powdered.....lb. .90              |
| Oil, Almond, Bitter, lbs., 6.50.....oz. .55     | Origanum, pure.....lb. 85-1.10                 | Pepsin, Saccharated, lb., 1.00.....oz. 12         |
| Sweet, True, 5 lbs., 42.....lb. 45-50           | Palm.....lb. .20                               | Pure, Armour's, lb., 4.50.....oz. .84             |
| Amber, crude.....lb. .25                        | Patchouli, lb., 7.50.....oz. .65               | Peronin, 1-gramme vials.....each 1.00             |
| rect.....lb. 40                                 | Pennyroyal, 5 lbs., 1.50.....lb. 1.60          | Phenacetin (25 ozs., .95).....oz. 1.00            |
| Anise.....lb. 1.25-1.35                         | Peppermint.....lb. 2.85-3.00                   | Pheno-Bromate, tablets or powder                  |
| Bay, American, bot. 22 ozs., 3.75.....oz. .35   | Hotchkiss.....lb. 3.35-3.50                    | (10 ozs., less 10 p. c.; 25 ozs., less            |
| West Indies, bot. 23 ozs., 8.50.....oz. .50     | Redistilled.....lb. 4.00-4.25                  | 10 p. c. and 5 p. c.).....oz. 1.00                |
| Benne.....gal. 1.00                             | Petroleum, crude.....gal. .25                  | Phenocoll, Hydrochloride, 25 grammes              |
| Bergamot.....lb. 2.65                           | Lubricating, gal., 20; Refined.....gal. 1.12   | vial.....lb. 1.50                                 |
| Bergamot, 5-lb. cans.....lb. 2.60               | Pimento, lb., 2.90.....oz. .25                 | Phosphorus.....lb. 1.00                           |
| Sanderson's.....lb. 2.60                        | Rhodium, true, lb., 8.00.....oz. .75           | Phosphotal, lb., 10.00.....oz. 1.00               |
| Black Pepper.....lb. .75                        | Rose, Kazanlik.....oz. 4.50-5.00               | Pilocarpine, Muriate, 5, 10 and 15 gr.            |
| Cade.....lb. .80                                | Botu Pappasaglou.....oz. 6.00                  | vials.....grain. .6                               |
| Caiput.....lb. 75-85                            | Rosemary, Eperie.....lb. 1.50                  | Piperazine, pure, 10 ozs., 3.80.....oz. 4.25      |
| Capicum.....oz. .50                             | Trieste.....lb. .80                            | In tubes, Schering's, 10 grammes.....tube 1.50    |
| Caraway.....lb. 1.75                            | Rue, lb., 3.00.....oz. .30                     | Piperin.....lb. .65                               |
| Cassia.....lb. 1.00-1.10                        | Salt, Union.....gal. 50-55                     | Pitch, Black.....lb. .6                           |
| Castor, 40-lb. can, 12.....lb. 13-14            | Sandalwood, W. I., lb., 3.00; Engl.....lb. 75  | Burgundy.....lb. 5-8                              |
| Cedar Leaves, Amer.....lb. 90-95                | Sassafras.....lb. 1.40                         | Pixine, 2-oz. jars.....doz. 2.00                  |
| Chaulmoogra.....lb. 2.50                        | Savin.....lb. 1.40                             | 1-lb. jars.....doz. 10.00                         |
| Cinnamon, Ceylon, lb., 15.00.....oz. 1.10       | Spearment, lb., 5.50; H. G. H.....lb. 5.75     | Veterinary 2-oz. tins.....doz. 2.00               |
| Citronella.....lb. 60-85                        | Sperm, Winter, Blea.....gal. 1.00              | 8-oz. tins.....doz. 4.00                          |
| Clove, 5 lbs., .90.....lb. 95-1.00              |  |   |

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| Dental.....bag. 2.50                             | Calamus, sliced, White.....lb. 40                 | Urncom.....lb. 40                             |
| Adhesive.....yd. 15-20                           | Calumba.....lb. 30                                | Valerian, English, lb., 42; German.....lb. 30 |
| Belladonna.....lb. 1.35                          | Canada Snake.....lb. 30                           | Virginia Snake.....lb. 30                     |
| Gilbanum, U. S. ....lb. .90                      | Cocosh, Black.....lb. 15                          | Yellow Dock.....lb. 22                        |
| Lead.....lb. .38                                 | Colchicum, lb., .25; powdered.....lb. 30          | Zedoary, pure.....lb. 15                      |
| Mercury, U. S. P. ....lb. 1.00                   | Coltsfoot.....lb. 40                              |   |
| Fellantin-Dumbar (liquid or powder).....oz. 1.75 | Comfrey, crushed.....lb. 30                       |   |
| Poppy Heads.....lb. 15-40                        | Crawley.....lb. 1.75-2.25                         |   |
| Potash.....lb. 3-12                              | Curcuma.....lb. 15                                |   |
| Potassa, Caustic White.....lb. 25                | Dandelion, cut, 5 lbs., 17.....lb. 25             |   |
| Potassium, Acetate, bot. inc.....lb. 30-40       | Dwarf Elder, oz.....lb. 20                        |   |
| Bicarbonate, lb., 14; Bichromate.....lb. 14      | Elecampane, 5 lbs., 16.....lb. 20                 |   |
| Bromide, 5 box, 25.....lb. 30-32                 | Fern, Male.....lb. 22                             |   |
| Carbonate.....lb. 12                             | Galegum, 5 lbs., 13.....lb. 14                    |   |
| Chlorate, Eng., lb., 12; powdered.....lb. 15     | Gentian, 10 lbs., 9.....lb. 13                    |   |
| Citrate, Eng., lb., 12; powdered.....lb. 47      | ground, 5 lbs., 13.....lb. 15                     |   |
| Cyanide, Fd.....lb. 45                           | powd., 5 lbs., 15.....lb. 16                      |   |
| Glycerophosphate.....oz. 35                      | Ginger, African.....lb. 14                        |   |
| Hypophosphite, lb., 80.....oz. 10                | powd., 5 lbs., 18.....lb. 20                      |   |
| Iodide, 5 lbs., 3.25.....lb. 3.35-3.50           | Jamaica, Bleached, 5 lbs., 18.....lb. 22          |   |
| Nitrate, Gran.....lb. 10                         | Bl., powd., 5 lbs., 27.....lb. 30                 |   |
| Pernanganate.....lb. 18-20                       | Unbleached, 5 lbs., 18.....lb. 22                 |   |
| rrussate, Red.....lb. 50                         | Ginseng.....lb. 8.50-9.00                         |   |
| Yellow.....lb. 30                                | Golden Seal.....lb. 1.50-1.75                     |   |
| Sulphuret.....lb. 18                             | Gold Thread.....lb. 80                            |   |
| Probilin Pills, 60 in bot.....oz. 1.25           | Hellebore, Black.....lb. 15                       |   |
| Propylamine.....oz. 1.35                         | White, powd., 5 lbs., 12.....lb. 15               |   |
| Protargol, 1 oz., 1.35; oz.....oz. 2.15          | Indian Hemp, Black, lb., 25; White.....lb. 20     |   |
| Pyramidon.....oz. 1.25                           | Indigo, Wild, oz.....lb. 25                       |   |
| Quinaglen.....oz. 10.00                          | Ipecac, lb., 1.85; powdered.....lb. 2.00          |   |
| Quassia.....oz. 53                               | Jalap, lb., 18; powdered.....lb. 30               |   |
| Quinine, Bromide.....oz. 53                      | Kava Kava.....lb. 30                              |   |
| Muriate.....oz. 53                               | Leucica, lb., 16-20; powd., 5 lbs., 12.....lb. 15 |   |
| Sulphate, bulk.....oz. 30-32                     | Lily of the Valley.....lb. 20                     |   |
| Sulph., 1-oz. vials, B. & S.....oz. 27-28        | Lovage, select.....lb. 80                         |   |
| P. & W.....oz. 27-29                             | Male Fern, select.....lb. 25                      |   |
| disulphate, 5-oz. can.....oz. 23-24              | Mandrake, lb., 18; powdered.....lb. 25            |   |
| 1-oz. vials, B. & S.....oz. 27-29                | Masterwort.....lb. 25                             |   |
| Tannate.....oz. 33                               | Mugwort.....lb. 18                                |   |
| Valerianate.....oz. 55                           | Musk.....lb. 35                                   |   |
| Quinolin.....oz. 1.00                            | Nettle.....lb. 30                                 |   |
| Quinoliv.....oz. 1.00                            | Orris, Florentine.....lb. 15-18                   |   |
| Resin, Common.....lb. 4                          | powdered.....lb. 16-22                            |   |
| Jalap.....oz. 60                                 | ingers.....lb. 80                                 |   |
| Leptandrin.....oz. 35                            | Infant.....lb. 2.75                               |   |
| Podophyllin, lb., 4.00.....oz. 35                | Verona, powdered.....lb. 20                       |   |
| Scammony, U. S. P. ....oz. 40                    | Parley.....lb. 20                                 |   |
| White.....lb. 6                                  | Pellitory.....lb. 45                              |   |
| Resorcin, White, lb., 1.50.....oz. 17            | Pink.....lb. 40                                   |   |
| Fries Bros., lb., 2.20.....oz. 25                | Pleuray.....lb. 25                                |   |
| Respirasone, Tilden's.....pt. 1.08               | Poke.....lb. 18                                   |   |
| Rheumacillate, doz., 4.30.....oz. 40             | Pond Lily, White.....lb. 25                       |   |
| Rheumatol.....oz. 1.00                           | Yellow.....lb. 25                                 |   |
| Rhodinal II.....oz. 4.00                         | Queen of the Meadow.....lb. 20                    |   |
| Rochelle Salts.....lb. 22-23                     | Rhatany.....lb. 27                                |   |
| 50-lb. boxes.....lb. 22-23                       | Rhubarb, China, cut.....lb. 60-75                 |   |
| Redagen.....oz. 1.00                             | powdered.....lb. 1.00-2.00                        |   |
| Root, Aconite.....lb. 30                         | Sassailla, Hond.....lb. 40-85                     |   |
| Althea, lb., 25; cut.....lb. 85                  | cut.....lb. 44                                    |   |
| Belladonna.....lb. 30                            | Mexican, lb., 18; ground.....lb. 22               |   |
| Berberis aquifolium.....lb. 20                   | Senega.....lb. 90                                 |   |
| Bitter.....lb. 23                                | Serpentaria.....lb. 60                            |   |
| Blackberry.....lb. 20                            | Squill, select.....lb. 10                         |   |
| Black Snake.....lb. 30                           |   |   |
| Blood.....lb. 34                                 |   |   |

IMPORTED and DOMESTIC **TALC AND FRENCH CHALK**  
ALL GRADES.  
E. S. JACKSON & CO., 222-224 E. 2nd St., - CINCINNATI, OHIO.

**MACHINE CUT CORKS.** **JUSTUS BRAUER & SON,**  
248 NORTH FRONT ST.,  
Established 1865. PHILADELPHIA.



The Ammonol Chemical Co., MANUFACTURING CHEMISTS New York City.

#### AMMONOL AND COMBINATIONS.

Ammonol Powdered.  
Ammonol Salicylate Powdered. In one-ounce bottles only.  
Ammonol Tablets.  
Ammonol Salicylate Tablets.  
Ammonol Lithiated Tablets.  
Ammonol Peptonate Tablets.  
Ammonol Bromide Tablets.  
Ammonol Camphorated Tablets.  
Ammonol with Camphor and Codeine Tablets.  
Ammonol with Ipecac and Opium Tablets.  
In five-grain flat oval tablets, put up in one-ounce bottles.

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

|   |   |  |  |
|---|---|--|--|
| Silver, Nitrate, cryst., lb., 7.00.....oz. 45-48                                | Thiocol Tablets, 100 in vial..... 1.75  | Zinc, Sulphate, bbls., 34.....lb. 5-6  |  |
| 67 per cent., oz., 37; 50 per cent. oz. 50                                      | Thioform, 25-gramme pags.....each 50  | Spirocholate, lb., 50.....oz. 7-8  |  |
| Comes..... 60-63  | Thiol, liquid, oz., 40; powdered.....oz. 75   | Valerianate, lbs., 1.75.....oz. 30   |  |
| Sea, Castile, Marseilles, box, 7.....lb. 10                                     | Thymol (Thymic Acid), lbs., 2.25.....oz. 27   | <b>PAINTS AND COLORS.</b>  |  |
| Mottled, pure, box, 8.....lb. 10  | Tinct. Simulo, Christy, lbs., 4.50.....lb. 4.50   | Black, Coach, in oil.....lb. 15-20   |  |
| White, Cont's, box, 12.....lb. 14   | 1 lb., lb. 4.25; 1 lb., lb. 4.50  | dry.....lb. 15-20  |  |
| powdered, 25 lbs., 28.....lb. 35  | Triomol, 25 ozs., 1.40.....oz. 1.50   | Drop, in oil.....lb. 15-20   |  |
| Green (Sapo Vir.), 10 lbs., 12.....lb. 10-15                                    | Tuberculinum Kochii, "Pasteur," 1 Oc.....dos. 2.25  | dry, in oil.....lb. 15-20  |  |
| Eng. Blue Mottled Soap, cases, 112 lbs. 5.50-6.50                               | Tuberculin (Veterinary), "Pasteur," 1 Oc.....dos. 2.25  | Ivory, in oil lb., 18-25; dry.....lb. 12-15  |  |
| Soda, Chlor. Sol.....dos. 2.25  | Tuberculin Solution (Veterinary), 1 Oc.....dos. 4.00  | in Japan.....lb. 23-25   |  |
| Sodium, Acetate, pure, gran.....lb. 15  | Turpentine, Spirits, bbls., 724.....gal. 80-90  | Lamp, Germantown, sm'd papers, 4-lb., 1-lb., 1-lb.....lb. 12                             |  |
| Bicarbonate, Eng., keg, 34.....lb. 4-5  | Chian, oz., 45; Venice.....lb. 30   | in oil, 1-lb.....lb. 13  |  |
| " Natrona, keg, 24.....lb. 3-5  | Tussol.....oz. 1.65   | Black Lead, E. I., 20 lbs., 64.....lb. 3   |  |
| Bromide.....lb. 37-39   | Urethane, O. F.....oz. 84   | German, 1/2 lbs., 44.....lb. 6   |  |
| Carbonate, bbl., 1.....lb. 24   | Uricedin, 5 ozs.....dos. 15.00  | Blue, Oriental, dry.....lb. 10   |  |
| Citrate.....lb. 47  | Urotropin.....oz. 60  | Chinese, dry.....lb. 60  |  |
| Glycerophosphate.....oz. 35   | Urotropin Tablets, 5 or 74 grs.....oz. 3.00   | in oil.....lb. 64  |  |
| Hypophosphite, lbs., 35.....lb. 10-14   | Vaccine, Mulford's (Discount, 40 per cent.), 1 pkg. Glycerinized Lymph, containing 10 tubes..... 1.00         | Paint, in oil.....lb. 3  |  |
| Hypophosphite, kg., 34.....lb. 5  | 1 vial Glycerinized Lymph, containing sufficient for 50 vaccinations..... 4.50                                | Prussian, dry.....lb. 60   |  |
| Iodide, lb., 4.75.....oz. 40  | 1 pkg. Ivory Points, containing 10 points..... 95-135   | in oil.....lb. 45  |  |
| Phosphate, cryst.....lb. 10   | Glycerinated, F. Stearns & Co., Points (10 in a package)..... 1.00  | Soluble, 10 lbs., 45.....lb. 50  |  |
| Salicylate.....lb. 44   | Tubes (10 tubes in one wooden box, accompanied by one needle, rubber bulb and 10 temporary shields)..... 1.00 | Ultramarine, dry.....lb. 15  |  |
| Silicate, Syrupy, bbl., 24.....lb. 5-10   | Discount, 40 per cent..... 65-85  | in oil.....lb. 30  |  |
| Sulphate.....lb. 3  | Vanillin (various brands).....oz. 200   | Brown, Glenna, burnt, dry.....lb. 4  |  |
| Somatose, 2 ozs.....dos. 8-25   | Veratrine, 1-oz., 2.75; Sulph., 1/2 lbs., 1.00; 1-oz., 1.00   | in oil.....lb. 10-15   |  |
| Somna.....oz. 80  | Veronal, 1-oz., 1.00; 1-oz., 1.00   | Raw, dry.....lb. 12  |  |
| Sonodol.....oz. 1.15  | Veronal Tablets, 5 grs., tubes, 15 ea..... 1.15   | in oil.....lb. 10-15   |  |
| Spartaine, Sulph., B & S.....oz. 75-100   | " " " " 100.....oz. 2.25  | Spanish, dry, bbls., 1.....lb. 3   |  |
| Spermoceti.....lb. 28-30  | Water, Ammonia, 16 deg., carboy, 84.....lb. 6   | Vandyke, dry.....lb. 6   |  |
| Spermine, Poehl, box 4 tubes.....ea. 3.00                                       | 20 deg., carboys, 44.....lb. 8  | in oil.....lb. 12  |  |
| Spirit Ether Nit., U. S. P.....lb. 53   | 26 deg. (Conct.), carboy, 84.....lb. 10-12  | Chalk, lump, bbls., 4.....lb. 3  |  |
| Streptolytic Serum, Stearns, 20 Oz., in two sero-bulbs of 10 Oz. each..... 3.00 | Wax, Bayberry.....lb. 60-70   | Green, Chrome, powder, 6-lb. cans, 10 lb. in oil.....lb. 12-16                           |  |
| Discount, 25 per cent..... 16   | Carnauba, No. 1.....lb. 55-60   | Paris, bulk, lbs., 16-17; 1-lb., 18-20; 1/2-lb., 20-22; 1/4-lb., 22-25; in oil lb. 23-27 |  |
| Strontium, Nitrate.....lb. 16   | Ceresin, yellow, cases, 18.....lb. 22   | Litharge.....lb. 10  |  |
| Bromide, lb., 65.....oz. 12   | white, cases, 21.....lb. 25-28  | Pumice Stone, bbl., 6.....lb. 2  |  |
| Iodide.....oz. 41   | Japan, cases, 15.....lb. 18-20  | powdered, bbl., 3.....lb. 3  |  |
| Lactate, lb., 1.25.....oz. 16   | White, Star Brand, 60 lbs., 50.....lb. 55   | Putty, in bladders, bbls., 24.....lb. 34   |  |
| Salicylate, lb., 75.....oz. 13  | White, S. B.....lb. 55  | in oil.....lb. 10  |  |
| Strophanthin, c. p. cryst.....grain 6   | White, S. B.....lb. 55  | Red, Indian, Eng. dry.....lb. 3  |  |
| Strychnine, Crystals, 4-oz. vials.....oz. 1.20                                  | Leonard's T. L. Brand, 60 lbs., 474.....lb. 50  | in oil.....lb. 10-15   |  |
| powdered, 4-oz. vials.....oz. 1.20  | Yellow, select.....lb. 10   | Orange Mineral.....lb. 12  |  |
| Sulphate, 4-oz. vials.....oz. 1.20  | White Lead, Dry, pure.....lb. 15  | Rose Lake, Eng. dry.....lb. 5  |  |
| Glycerophosphate, ozs.....oz. 2.50  | Zinc American, lb., 10; French.....lb. 3  | Pink, Eng. dry.....lb. 15  |  |
| Sulfonal, 25 ozs., 1.25.....oz. 1.35  | Whiting, bbls., 4.....lb. 3   | Tuscan, Eng. dry.....lb. 4   |  |
| Sulphur, Flowers, bbls., 24.....lb. 4-5   | Wither Hazel Ext., 10 gals., 70.....gal. 85   | in oil.....lb. 23  |  |
| Precipitate, pure.....lb. 16-18   | Wood, Guaiac, rasped.....lb. 6  | Venetian, dry, American, bbls., 1.1 lb. 24   |  |
| Sapranal Glands, Densicated.....oz. 1.00  | Quassa Chips, bbl., 6.....lb. 7-12  | Vermilion, American.....lb. 20   |  |
| Saccharated.....oz. 1.20  | Red Saunders, bbl., 4.....lb. 6-8   | Chinese.....lb. 30   |  |
| Tablets, 1 grain, per 100..... 40   | Sandal, ground.....lb. 40   | English.....lb. 30   |  |
| Capsules, 1 grain, per 100..... 65  | Yohimbin Hydrochlor, 4-gramme vials.....each 5.00   | Rotten Stone, bbl., 6.....lb. 3  |  |
| Syocose, 2-oz. package.....each 1.00  | Tablets, 1-12 gr., 10 in tube.....each 1.00   | Umber, Burnt, bbls., 14.....lb. 3  |  |
| Takadiastase.....oz. 1.70   | Zinc, Acetate.....lb. 25-30   | Raw, bbls., 14.....lb. 3   |  |
| Liquid, 8-oz. bots.....dos. 6.00  | Carbonate, Precip.....lb. 22  | White, China, dry.....lb. 30   |  |
| Tannigen, 25 ozs., 65.....oz. 75  | Chloride, granular, lbs., 22.....oz. 6  | Flake, dry.....lb. 15  |  |
| Tannopine.....oz. 75  | Iodide.....oz. 40   | Lead, dry.....lb. 10   |  |
| Tar, N. O. pine, Diamond brand, pts.....oz. 96                                  | Oxide.....lb. 10  | oil.....lb. 9-10   |  |
| Tartar Emetic, powdered.....lb. 38  | Hubbuck's, 7-lb. boxes, 35.....lb. 35-40  | Paris, English.....lb. 3   |  |
| Terebene.....lb. 65   |   | Whiting, bbls., 4.....lb. 3  |  |
| Terpin Hydrate, cryst.....oz. 10  |   | Yellow, Chrome, dry.....lb. 10-15  |  |
| in bulk.....oz. 45  |   | in oil.....lb. 10-20   |  |
| Theocin-Bayer.....oz. 2.70  |   | Golden, in oil.....lb. 16  |  |
| Theophyllin, B. & S.....oz. 1.40  |   | Ochre, French, dry, bbls., 14.....lb. 34   |  |
| sodium.....oz. 1.50   |   | American, dry, bbls., 1.....lb. 3  |  |
| sodium salicylate.....oz. 1.10  |   | Zinc, White, dry, American.....lb. 10  |  |
| Thigenol, lbs., 4.00.....oz. 32   |   | in oil.....lb. 10  |  |
| Thiocol.....oz. 1.40  |   |  |  |

# M O R P H I N E

Our Morphine Sulphate in "Flakes" and "Cubes" is of the highest purity, beautiful in appearance, and may be obtained through wholesale druggists as low as other brands

SPECIFY "M. C. W."

**MALLINCKRODT CHEMICAL WORKS**  
ST. LOUIS NEW YORK



## Pepto-Mangan ("Gude")

Pepto-Mangan BEING A TRADE-MARK NAME IS OUR EXCLUSIVE PROPERTY.

M. J. BREITENBACH COMPANY

NEW YORK CITY

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

# American Druggist "WANTS" Page.

**THIS** Department is intended to be used as a medium for the exchange or sale of stores, the employment of clerks, and the securing of situations. Suitable notices of moderate length under this heading inserted one time free for subscribers; for each additional insertion Fifty Cents will be charged. Advertisements not in the foregoing classification Forty Cents per line.

## SITUATIONS VACANT.

**WANTED.**—We want an unlimited number of experienced clerks and traveling salesmen for positions in all States. Employers, we can refer you to competent men. Address N. P. A., 616 Holland Building, St. Louis, Mo.

**SALESMAN WANTED.**—An unusual opportunity for salesmen visiting the regular drug trade to make money. Address promptly the G. S. O. Company, Lancaster, Pa.

**TRAVELING SALESMEN WANTED** all over the U. S. to handle widely advertised article; no competition; liberal commission. Write to the Abesole Company, 76-78 Park place, New York.

**WANTED.**—Good junior clerk with one or two years' experience; must be of good address and excellent habits. Address "Main," care of AMERICAN DRUGGIST.

**SPECIALTY SALESMAN WANTED IN TEXAS.**—We want a good, safe, honest, sober, industrious man to travel the State of Texas for our remedies. A young man preferred. We will give him a good deal, an accumulating salary—4 c., a commission on all sales over certain limited amount sold. Would be pleased to communicate with any such who might desire to come down and try their fortune in our grand empire State of Texas. W. L. Tucker, Waco, Texas.

## SITUATIONS WANTED.

**POSITION WANTED.**—Pharmacist with four years' experience, can furnish good reference and not afraid of work, wants position in Mississippi or Texas. Address "Sudorific," care of AMERICAN DRUGGIST.

## BUSINESS OPPORTUNITIES.

**CAPITALIST.**—Owners of Proprietary Medicine of 40 years' European standing, possessing originals of orders and testimonials from late Prince Bismarck, royalty, etc., absolutely unique, desire to turn over prescription and documents to party with necessary capital for introduction on large scale; references exchanged. Address J. A. B., care AMERICAN DRUGGIST.

**FOR SALE.**—The leading drug store in Fort Smith, Ark.; population 25,000; best location; doing good business; full prices; exceptional opportunity for one or two men to step into a paying business. Address Box 220, Fort Smith, Ark.

**DRUG STORE FOR SALE.**—A liberal discount will be given from the inventory to a cash customer who has sufficient means to handle one of the best drug stores in western New York; no cutting in prices. For particulars address "Thompson," care of AMERICAN DRUGGIST.

**SLIPPERY ELM BARK** for sale; last year's crop; in bundles; make offer for all or part of 5,000 pounds. Tallor Lee, St. Paul, Minn.

**PATENT MEDICINES** bought, sold and exchanged; send us your list and get our terms. D. M. Brunor, 2543 Eighth avenue New York City.

## Attention--Druggists A Paying Business For You

It requires but little capital. It occupies but little of your time. There is money in it for you. For full particulars and information—address

**The National News Co.**

15 Warren Street NEW YORK

**SHEEP DIP, ETC.**—A gentleman with special knowledge of the trade and an extensive connection in South Africa wishes to represent a manufacturer of sheep dip in that country; 11 years' experience. Address "Dip," Box 671, Sells Advertising Offices, London, England.

## THE STRICKLAND DRUG AGENCY AND DRUG CLERK'S REGISTRY OFFICE.

Established in 1863 in our present office for the sale of Drug Stores and allied business only.

At this season our offerings are numerous. Call and see our list in any section. We can supply your wants from \$500 up. If you want a store for removal write any business touching drugs. We are on deck. If you have a drug stock for sale advise us. We will buy anything and everything for a drug store.

This offering is worthy of your respectful thought. We will present the Klondyke Drug business, vicinity of New York City, to a druggist having \$10,000 or \$15,000 cash. An interest will be given at a fair fixed price based close to invoice. Good man more needed than the money, and only to a druggist qualified to assist the owner handling a trade of \$80,000 or over every year. This pharmacy is a marvel of completeness and beauty. A large force in this store requires the man of ability, system and steadiness necessary in an enterprise of this kind.

**NEW YORK CITY.**—\$28,000 yearly sales. 20,000 prescriptions. Rent, about \$1,200 yearly. One of the finest stocks. I can arrange easy terms. We have a party with \$2,000 to join in the purchase.

**BROOKLYN.**—\$30 daily. You can stay two weeks behind the counter on trial and buy for \$5,000, half cash.

**NEW YORK STATE.**—Long Island, \$10,000 yearly sales. Fine corner. Beautiful fixtures. \$50 rent. One of the best towns on South Side. Putnam County, \$15 daily. Rent \$100 yearly.

Only store, \$3,000, half cash.  
Cortland County, \$5,000 sales. Two stores in town. Large, complete stock. Price, \$5,500. Westchester County, Sales, \$40 daily. No heavy goods. A money earner corner. Rent, \$50. Price, \$7,000 cash.

North Long Island, Sales, \$5,000. Price, \$2,500. Rent, \$30.  
Tompkins County, Sales, \$30,000. You can buy this offering at invoice.

**NEW JERSEY.**—Coast town. \$30 every day. Rent, \$400 yearly. Progressive city. First-class trade. Price, \$8,500.

Jersey City, Sales over \$40. Choice corner. Large stock. Price, \$9,000.—Jersey City, \$30 daily. Handsome and convenient pharmacy. Large store. Five or ten years' lease may be had. Price, \$5,000, part cash.

Note this. Lease, 20 years. Sales, \$50,000 yearly. Hustling New Jersey town. Price right. Terms right. The lease is a valuable adjunct to the holder, and is absolutely at variance with the custom these days.

**THE STRICKLAND  
DRUGGISTS' AGENCY,  
36 Beekman St., New York City.**

## SPECIAL ATTENTION.

I buy and sell Drug Stores exclusively. Expert service. Special Plan. Drug Men furnished positions. Employees furnished. It will pay you to write for particulars.

**F. V. KNIEST, R.P.,**

"The Drug Store Man,"

624 N. Y. L., ОПАНА, NEB.

## WANTED

a Glass blowing Establishment and depot for Chemical Apparatus for the Manufacture of Laboratory equipment. Address K. W. 4650, Care Rudolf Mosse, Cologne, Germany.

**THE** following Advertisement is one of a series now being run in all the important Horse and Farm Papers in United States, Canada and England.

Your demand for **ABSORBINE** will be greatly increased. Regular Jobbers can supply you. Mail me your card so I can place it on file and refer inquiries from your section to you for supplies.



## Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

## ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle, delivered. Book 10-B free. **ABSORBINE, JR.**, for mankind, \$1.00 Bottle. Removes Soft Bunches, Cures Varicose Veins. Allays Pain. Genuine mfd. only by

W. F. Young, P.D.F., 49 Monmouth St., Springfield, Mass.



**FOR** cleansing everything about a drug store or a soda fountain there is nothing equal to Hoffman's

## Barkeeper's Friend

Marble, Glass, Nickel, Brass, Copper, Tin and German Silver

can all be cleaned and polished with it easier than with anything else. Let us send you a FREE SAMPLE.

Highest Award, Chicago World's Fair, 1893, Louisiana Purchase Exposition, St. Louis, Mo., 1894.

**GEO. WM. HOFFMAN,**  
295 E. Washington St.  
Indianapolis, Ind.

**FOR SALE BY JOBBING TRADE**

# Antidiphtheric Serum



## THE PHYSICIAN'S FAVORITE SERUM

**P**ARKE, DAVIS & CO.'S DIPHTHERIA ANTITOXIN is manufactured with scrupulous care.

It is exactly standardized, tested and retested.

It is supplied in hermetically sealed glass containers, with syringe attachments—ready for immediate use.

It is the favorite serum of the medical profession.

*Bulbs of 500, 1000, 2000, 3000  
and 4000 units.*

### NOTICE.

*We protect you against loss  
by accepting unsold Antidiphtheric Serum in exchange.*

## PARKE, DAVIS & CO.

LABORATORIES: DETROIT, MICH., U. S. A.; WALKERVILLE, ONT.; HOUNSLOW, ENG.

BRANCHES: NEW YORK, CHICAGO, ST. LOUIS, BOSTON, BALTIMORE, NEW ORLEANS, KANSAS CITY, INDIANAPOLIS, MINNEAPOLIS, MEMPHIS, U. S. A.; LONDON, ENG.; MONTREAL, QUE.; SYDNEY, N. S. W.; ST. PETERSBURG, RUSSIA; SIMLA, INDIA; TOKIO, JAPAN.



**Registered in Connecticut.**

Danbury, October 5.—Secretary Dickinson, of the State Board of Pharmacy, has announced that Thomas F. King, of Waterbury; Thos. E. Guckin, of Bristol; Sidney Negbauer, of New Haven, and James C. Offen, of Stamford, have successfully passed the examination for pharmacists' licenses.

**No Sunday Soda.**

At the request of the clergy of the town the druggists and confectioners of Columbia, Miss., have agreed to discontinue the sale of soda water on Sunday. As total prohibition has long ruled the town this change will make it a pretty dry town on Sundays.

**Louisville Drug Building Sold.**

C. C. Stoll has purchased the building occupied by the Peter-Neat-Richardson Drug Company at 235 West Main street, Louisville, Ky., from that firm for the sum of \$33,000. The formal transfer of the property has been made. Mr. Stoll stated that he bought the property merely as an investment and that the present occupants will continue to do business in the building.

**Bayonne Association to Join N. A. R. D.**

At the annual election of the Bayonne (N. J.) Druggists' Association Samuel J. Weidenhamer was unanimously elected president for the ensuing year. Charles Mitzenius was elected secretary. Two new members were elected, Messrs. Marschalk and Lockwood, and it was decided to have the organization incorporated and to secure membership in the National Association of Retail Druggists.

**Albert Fries Retires.**

Announcement is made that the partnership heretofore existing between Albert Fries and Harold H. Fries, under the firm name of Fries Bros., was dissolved by mutual consent on November 1, 1905, by the retirement of Albert Fries. All debts and other obligations of the partnership have been assumed by Harold H. Fries, the remaining partner, who will continue the business under the same firm name at 92 Reade street, and who is entitled to receive all amounts due to the said partnership.

**Appointed to Vermont Board.**

Rutland, Vt., November 24.—Governor Bell has appointed J. G. Bellrose, of Burlington, to succeed himself as a member of the State Board of Pharmacy. His term expires next month, and he is reappointed for five years. The board is at present made up as follows: C. C. Bingham of St. Johnsbury, president; J. G. Bellrose of Burlington, secretary; W. F. Root of Brattleboro, treasurer; Z. B. Hopkins of Brandon, and H. R. Warner of Vergennes.

**Observations of an American Chemist in Paris.**

Dr. H. H. Fries, of Fries Bros., of New York, who lately returned from an extensive trip to Europe, has given a representative of the *Oil, Paint and Drug Reporter* the following observations of his trip:

Some few weeks ago, when in Paris, said Dr. Fries, I met Prof. August Behal, professor in the Ecole de Pharmacie, and general secretary of the Chemical Society of Science in France. In fact, he has a reputation as one of the most noted chemists of the world and was representative of France at the St. Louis Exposition. Of his most valuable and interesting inventions that he spoke about I was most interested in his synthetical camphor, which was not only being produced in a laboratory way, but on a small commercial scale of 50 to 100 pounds daily and regularly, and which plant I visited. This camphor, he explained, was an absolute synthetical product, having all the qualities of Formosa camphor. On account of the low cost of production of this product it probably can be considered the first successful process of manufacturing camphor in a large way.

Another subject that was extremely interesting was the discovery by an eminent chemist, who is associated with Professor Behal, of a process of producing terpineol at a very

low cost and, in conjunction, a process which has been patented for this terpineol to be used for dissolving gums. It appears that even the hardest gums can be placed into solution by this process without boiling, and at the same time it gives the gums a brilliancy and elasticity and many other advantages which no other solvent does.

Among other matters that interested me was the discovery by Dr. Robert Cambier, of Paris, who is a member of the Bacteriological Institute of the Health Department, of the sterilization of water in a cold way, whereby all bacilli are killed, or, in other words, the water becomes sterilized and still can be used for drinking purposes without boiling. My attention was also called to a process for rendering eatable and animal oils neutral or free from free acid, such as olive oil, fish oil, sesame oil and in general all vegetable and animal oils. The actual rendering of these oils free from free acid, although the cost is very small, in many instances doubles or triples the value of the oils. This is a very interesting subject to the artificial butter maker, etc. By this process linseed oil is made free from free acid so that it becomes water white, and lithopone, when mixed with this water white oil, remains white in the sunlight and does not discolor or turn black, as is usually the case.

**Hints to Buyers.**

High grade prescription corks, fully up to sample, may be obtained from Justus Brauer & Son, 248 North Front street, Philadelphia. This is one of the oldest houses in the line, and fully entitled to the confidence of the retail drug trade.

D. & S. Licorice is an old standard brand which has the confidence of the trade. Write W. G. Dean & Son, 361 Washington street, New York, for quotations and samples, mentioning the *AMERICAN DRUGGIST*.

The removal of the Heidelberg University library, containing more than 700,000 volumes, into a new and handsome sandstone library building has just been completed. The work of removal employed 15 men 32 days. Each separate book was freed from dust by a cleaner operated by an electric motor of the form used in house and carpet cleaning, the back and edges of each book being subjected to the powerful suction of the cleaner, with highly satisfactory results. The library requires about 21 miles of shelf room.

**A Complete Hot Soda Outfit.**

On page 30 we present an illustration of a complete hot soda outfit which is furnished by the J. Hungerford Smith Company, of Rochester, N. Y., for only \$17.50. The high standing of the fruit juices and syrups made by this firm has made its name known to druggists everywhere and is a guarantee of the quality of this outfit. Write for details to the J. Hungerford Smith Company, Rochester, N. Y.

**An Opportunity in Brazil for a Young Man.**

A young unmarried man is wanted to take charge of the office of a resident American agent in Rio de Janeiro. One with a knowledge of druggists' sundries and of the Portuguese language is preferred. A suitable young man will be paid a salary of \$100 per month and given a free passage. Applicants are invited to send full particulars to the Foreign Department of the *AMERICAN DRUGGIST*, 66 West Broadway, New York.

**Every Little Bit Helps.**

One of the spiciest little journals that comes to the secretary is the *American Medical Journalist*. It contains many very readable articles, and its last issue seems to be chiefly directed against the various transactions of the American Medical Association, especially against the *Journal*. We rather think that there is a great deal of truth in what it has to say and advise all who wish to know both sides of the question to read it. It is published by D. A. O'Gorman, of New York.—From the *Journal of the South Carolina Medical Association*, which is published under the direction of the Publication Committee of the South Carolina Medical Association.

# AKARALGIA MERRELL

A new and most attractive form of exhibiting the valuable properties of pure Sodium Salicylate, (From Natural Wintergreen Oil) overcoming chronic migraine by single daily doses.

Send for Literature:  
"A New Remedy and Cure for Migraine."

Generally prescribed:  
"Akaralgia, 1 bot."



The demand for Akaralgia will steadily increase as it is advertised in the leading Medical Journals.

If you do not have it in stock order from your Jobber one-quarter dozen or more and be prepared to fill your Physicians prescriptions promptly.

\$6.75 net—dozen.  
Broken dozen same rate.

**SIMPLICITY**

**PALATABILITY**

**EFFICACY**

**Your Jobber Supplies MERRELL "LINE" Goods at 40% discount, regardless of quantity.**

Fluid Extracts, Tablets, Pills, Elixirs, Granular Effervescent Salts, &c, &c.

WRITE

**"Merrell"** and the results will please you.

ON YOUR ORDERS

**THE WM. S. MERRELL CHEMICAL CO.**

New York.

Cincinnati.

San Francisco.

### High Efficiency Obtained by Concentration.

The Herron Soda Fountain Company, 2513 State street, Chicago, make soda fountains and carbonators and nothing else but soda fountains and carbonators. They specialize to a high degree and secure a high degree of efficiency by specialization. If you sell soda water or contemplate selling soda water be sure to get one of their catalogues. When writing them mention the **AMERICAN DRUGGIST**.

### A Belated Sense of Humor.

The tall gentleman with the sandy side whiskers leaned across the druggist's counter.

"Can you oblige me with a lawst year's almanac?" he asked.

"I guess so," the obliging druggist replied. Then he rummaged around and finally found what the man wanted.

"Thanks," said the stranger in a relieved tone.

"And may I ask," the druggist began in his polite way, "why you want a last year's almanac?"

"The explanation is simple," replied the stranger. "There is a joke in last year's almanac that I meant to laugh at this year—and now I find that I've quite forgotten the point. Good day."

The druggist stared after his patron.

"Do you know that man?" he asked a bystander.

"I only know that he's English," the bystander replied.—  
*Cleveland Plain Dealer.*

### Their First Glass of Soda Water.

How many patrons of soda fountains remember their first glass of soda water?

The American Soda Fountain Company of Boston recently had the unique pleasure of offering to the 27 members of the Irish Ladies' Choir their first ice cream soda. The choir, who have recently come from the Emerald Isle, are making a tour of American cities, winning all hearts by their grace and by the charm of their sweet voices. Doubtless one of the pleasantest memories of their trip will be that of the courtesies extended to them by the American Soda Fountain Company at its warehouses. The young ladies, chaperoned by Madame Costlett-Heller, visited the large factories of the company on Congress street, Boston. Here they were each presented with a box of Boston's best confectionery and were served with ice cream soda from one of the most beautiful fountains in the world. May they be pioneers to make soda water as popular on the "other side of the pond" as it already is among American girls.

### Hints for Making Perfumes.

The proper method of making, bottling and labeling the finished article in order that perfumery made and put up in the druggist's own laboratory may be successfully compared with the imported varieties is well set forth in a booklet issued to druggists by Lehn & Fink, 120 William street, New York.

This brochure is particularly apropos at this time of the year, when the approaching holiday season creates a large demand for perfumery, toilet waters, etc. The various ingredients required and the cost of making perfumes and toilet waters in different odors are set forth in a manner that enables the druggist to put up goods that please every variety of taste and suit all pocket books. The druggist by the use of Absolute and Floral Essences can produce perfumes that, while equal in quality to the French assortments, may be offered at a much lower cost to the consumer and still allow a large margin of profit to the seller.

The difference between Absolute Essences and Floral Essences and their utilization is fully covered and a treatise on Aroma Essences for flavoring cakes, candies, ice cream, syrups, etc., is included in the many valuable hints furnished in the booklet.

The indorsements of a number of well known druggists help to give an idea of the popularity these essences have with

prominent members of the trade. Cheapness, simplicity in handling and satisfactory results are special points that prove Absolute and Floral Essences to be an important factor in a profitable line that is steadily becoming a part of every druggist's business—i. e., the manufacture in his own laboratory of perfumes, toilet waters, cold cream, hair tonics, flavoring, etc.

Druggists who are alive to up to date methods and who wish to get the best for the money expended should write for one of these booklets, which Messrs. Lehn & Fink offer to the trade with their compliments.

### Castoria Agent in Trouble.

E. A. Gagnier of New York has been calling on various grocers in this section and offering for sale a brand of Castoria said to be manufactured by the Morrell Medicine Company of New York. Wednesday Gagnier was in Levant and sold a case of his goods to the Levant grocer, Patrick Murnan. Later Mr. Murnan discovered that the Castoria was not the brand he supposed he was purchasing and he hastened to Falconer and procured a warrant for the arrest of the agent on a charge of obtaining money under false pretenses. Gagnier was taken to Falconer late in the evening and arraigned before Justice Griggs. While denying that he misrepresented his goods Gagnier said he would plead guilty, and he was accordingly fined and released. He also agreed to refund the money Mr. Murnan had paid him.

The above is taken from the Jamestown, N. Y., *Journal* and is further evidence of the risk merchants take in buying through other than regular channels. Fletcher's Castoria is the genuine, everybody knows it, and no responsible druggist will handle an imitation.

### Is this a Joke?

[News item in the *Bismarck, N. D. Tribune* for November 9.]

G. J. Keenan is nearly settled in his new store. He got in a fine lot of drugs and stationery this week and has a new stock of shoes and a lot of hardware coming. He has added a meat market, and if you want to make believe you live in the city just follow the sidewalk down Main street to the corner of Nicollet avenue, step into his store and order a nice steak or some of those sausages.

Every tube of Liquid Carbonate manufactured by the American Carbonate Company is guaranteed as to quality and weight. It may be had in either 20 or 50 pound cylinders. An illustrated catalogue and price list will be sent on application. This is one of the few thoroughly reliable concerns in the line, and we heartily commend their product to the attention of our readers.

A medicament which is growing in importance daily is Thigenol. For a generation physicians have employed soluble sulphur compounds which possessed a nauseous, clinging odor and extremely disagreeable staining properties. Many were the plans and formulae to deodorize these compounds or to mask the odor pharmaceutically, and all without success. It is but natural, therefore, that Thigenol should quickly spring into high favor, since it is the one soluble sulphur compound which is odorless on use, and it causes no permanent stains on the linen of patients. Pharmacists who desire literature on this interesting product can secure it by addressing The Hoffmann-Le Roche Chemical Works, 51-53 Maiden Lane, New York.

The rue Dante, Paris, which has recently acquired celebrity by being chosen by President Loubet for his residence when he retires from the Presidency, is a brand new thoroughfare between the Sorbonne (Faculty of Sciences) and the Place Maubert, in the students' quarter. It will be remembered, says the Paris correspondent of the *London Chemist and Druggist*, that Dante's name having been found inscribed on the list of apothecaries of the city of Florence the poet is claimed as a confrère by Latin pharmacists; his bust in bas-relief figures among those of other pharmaceutical worthies on the façade of the Paris Superior School of Pharmacy.

# Popularity and Price Protection

## POPULARITY

**LAXATIVE BROMO QUININE** originated as the first product of its kind and through merit and continuous extensive advertising it has become an absolutely staple article.

## PRICE PROTECTION

The terms and discounts on **LAXATIVE BROMO QUININE** from the beginning have afforded a most liberal profit, and now, by the adoption of the **DIRECT CONTRACT AND SERIAL NUMBERING PLAN**, this profit is absolutely insured to the retail dealer. The support of this Plan by the Retail Drug Trade demands, simply, that **EVERY INDIVIDUAL** Druggist shall sign the contract. Those who have not done so should sign and have the contract properly recorded without further delay.

## **SPECIAL DATING OFFER**

**JANUARY 1st. 60 DAYS.**

If a supply of **LAXATIVE BROMO QUININE** is needed, or if the stock on hand will permit it, the **DATING OFFER** now in force enables the Druggist to purchase a quantity, obtaining the regular free goods to be delivered at once and invoice dated January 1st, 1906, for cash discount.

## **LAXATIVE BROMO QUININE**

**Price \$1.75 per dozen.**

|  |                                  |
|--|----------------------------------|
| 6 dozen lots, 1 dozen free, . . . . .                          | Cost \$10.50 or \$1.50 per dozen |
| 12 dozen lots, 2 dozen free, 5 per cent. trade discount, " "   | 19.95 or 1.43 " "                |
| 36 dozen lots, 6 dozen free, 8 per cent. trade discount, " "   | 57.96 or 1.38 " "                |
| 60 dozen lots, 10 dozen free, 10 per cent. trade discount, " " | 94.50 or 1.35 " "                |

**WHOLESALE DRUGGISTS WILL ACCEPT ORDERS UNDER THIS DATING OFFER.**

## **PARIS MEDICINE COMPANY,**

**SAINT LOUIS AND LONDON.**

### A New Digitalis Derivative.

Digalen, which is advertised in this issue by The Hoffmann-LaRoche Chemical Works, 61 Maiden Lane, New York, will soon become an important remedy. It has long been recognized that digitalin, which was formerly official and considered to be the active principle of digitalis, is in reality a mixture of several bodies, the most active of which is digitoxin. Despite the potency of digitoxin, however, it has been employed comparatively little owing to its insolubility. Digalen (Digitoxinum Solubile, Cloetta) seems destined, therefore, to become a remedy which will be very largely employed. By reason of its solubility in water Digalen can be used subcutaneously, intravenously, or per os. It was discovered by Prof. M. Cloetta, who ranks with Killiani and Schmiedeberg in his investigation of digitalis and its derivatives. Because of its high potency and infinitesimal dosage Digalen is marketed only in solution in  $\frac{1}{2}$  oz. vials.

### The Advertising Value of Quality.

The Tilden Company, the oldest manufacturers of pharmaceuticals in the United States, direct special attention to the advertising value to the druggist of quality. The druggist who carries a stock of Tilden's pharmaceuticals and impresses that fact on the physicians in his territory will secure that advantage which comes from dealing in goods of known quality.

### Sold Only by the Drug Trade.

The druggist who handles Cudahy's Nutritive Beef Extract need not fear competition from the corner grocer, for this preparation is sold only to the drug trade. It has the indorsement of leading druggists all over the United States, who recommend this as a profitable and ready seller. It has a fine flavor, uniform quality, and is guaranteed to keep in any climate.

### An English Mint Julep.

*The Soda Fountain* tells us that an American, clad in tight and fashionable English clothes, said: "Let me describe to you the English mint julep that I tried in London this summer.

"It came in a slim and glittering glass a foot tall, and on the top was a great fluff of ice cream, and in the ice cream three long stemmed pink roses nodded.

"Is this a drink or a bouquet?" said I.

"It was a drink, and after extracting the roses and eating the cream I found it good.

"It had been made by crushing in water a half dozen sprigs of mint and two lumps of sugar. To this mint tincture there had been added a wineglassful of fine brandy. Then had come a half pint of vintage champagne, then a flooring of cracked ice, then some slices of pineapple, orange and banana, and then a crown of light, smooth ice cream, studded with a few superb strawberries and topped with three fresh roses.

"It was quite a drink, that English mint julep, quite a drink. It left me happy and flushed and twenty shillings poorer."

### Graves' Tooth Powder Placed on the Direct Contract Serial Numbering Plan.

A bold move has been made by the Dr. E. L. Graves Tooth Powder Company in placing their powder on the Direct Contract Serial Numbering Plan, and one which will prove welcome news to the retail drug trade of the United States. The Dr. E. L. Graves Tooth Powder Company is the first manufacturer making toilet articles exclusively to place its goods on the Direct Contract Plan, a fact which should be fully recognized and appreciated by the retail drug trade. The step involves great sacrifices, as it means the cutting off of department stores, etc., which now furnish a large outlet for goods of this class. As the pioneer of toilet goods makers in the adoption of the N. A. R. D. plan the Dr. Graves Company will bear the brunt of the battle and should receive the honor due them for taking the lead.

Of course there are large quantities of these goods now on the market which have no number and which cannot be re-

called by the manufacturers. It will naturally take some time for these goods to be cleaned up, so that if sporadic cases of cutting occur druggists must not assume that the plan is not being lived up to. If you will pitch in and show your appreciation of this action on the part of the Dr. Graves Company other manufacturers will be more apt to fall into line.

### Common Errors in Speech.

Who does not make errors in everyday speech? As a matter of fact, it is very unusual to find any person whose use of the English language is absolutely correct. The following are examples of some very frequent errors or faulty expressions often heard:

"Let you and I go"—should be "you and me."

"I am as good as her"—should be "as she."

"You are younger than me"—should be "than I."

"Come to dinner with John and I"—should be "John and me."

"Between you and I"—should be "you and me."

"Where are you going? Who? Me?"—should be "Who? I?"

"Who do you see?"—should be "whom."

"If I was her"—should be "If I were she."

"Was it him?"—should be "Was it he?"

"Who was it by?"—should be "whom."

These examples of "Faulty Diction" are so common that many people look upon the improper form as being the correct one, and Thomas H. Russell, L.L.B., editor-in-chief of Webster's Imperial Dictionary, has done the public a great service in having written the new book, entitled "Faulty Diction; or, Errors in the Use of the English Language and How to Correct Them," which the publishers have, by printing it on thin Bible paper, succeeded in getting into what may be called vest pocket size.

Illustrating the comprehensive treatment that has been given the subject by the author, there are 1,017 headings treated in the book, under some of which—"plurals" for instance—over 50 errors that are not at all unusual are to be found illustrated and corrected.

It is rarely one's good fortune to become possessed of so valuable a book, and especially one so compact and of as much general interest. It is handsomely bound in embossed Russia leather, and will be sent postpaid on receipt of 50 cents to any address by Geo. W. Ogilvie & Co., publishers, 169 East Randolph street, Chicago, Ill. They also publish the same book in cloth binding, and will send a copy of it in that style on receipt of 25 cents.

### The Wholesale Trade and Antiphlogistine.

E. S. Leadbeater & Sons, the well known wholesale druggists of Alexandria, Va., in a recent letter to the Denver Chemical Company say:

"We will instruct our stock clerk to anticipate our needs for Antiphlogistine and carry a larger stock of same to meet the constantly increasing demands. We take this occasion to thank you for the liberal discounts which you give the wholesale trade and wish to assure you that we appreciate your liberal treatment and in return are always glad to do what we can to promote the sale of your preparation. We believe that we were the first druggists, either wholesale or retail, in this part of the country to carry or handle Antiphlogistine. We carried it in stock long before we ever made a direct purchase from you. It was brought to our notice by an acquaintance of ours, who lived for some years in Denver. We can testify from our own experience to the unusual merit of Antiphlogistine. It is gratifying to us to note that your sales have shown such remarkable increase within the past twelve months."

On the page directly facing the first editorial will be found the advertisement of the old house of E. R. Squibb & Sons, 78 Beekman street. This house properly describes itself as "manufacturing chemists to the medical profession since 1858." The name of Squibb needs no commendation on our part.

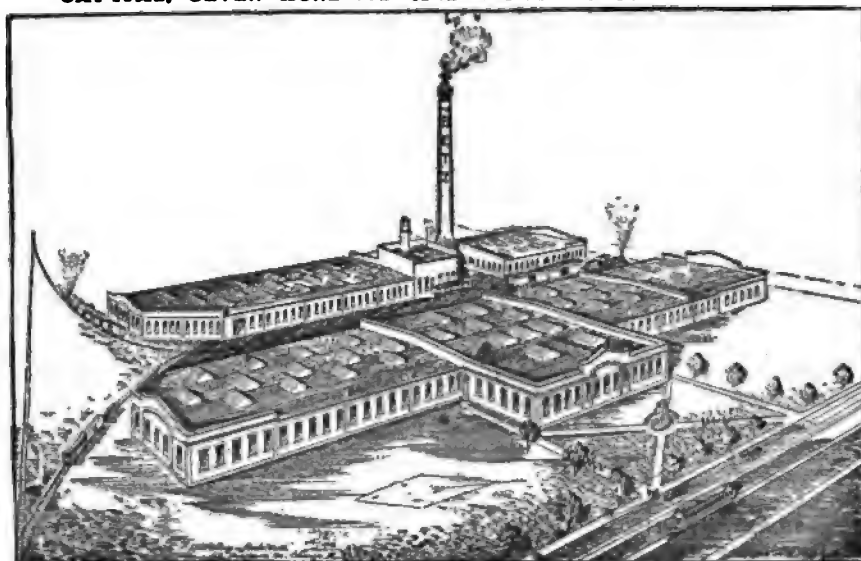


# FRANK S. BETZ CO.

(Incorporated)

CAPITAL, SEVEN HUNDRED AND FIFTY THOUSAND DOLLARS

Drugs  
Pharmaceuticals  
Chemicals  
Tablets  
Fluid Extracts  
Oils  
Wines  
Syrups  
Capsules



Surgical  
Instruments  
Apparatus  
Appliances  
Dressings  
Rubber Goods  
Glassware  
Trusses  
Sundries

## MANUFACTURING PHARMACISTS

**Surgical and Hospital Supplies of Every Description**

**LARGEST PLANT OF ITS KIND IN THE WORLD**

|   |  |
|---|--|
| SURGEON'S GREEN SOAP, - - -   | 10 lb. jars, net, \$1.00; 20 lb. jars, net, \$1.90 |
|   | Barrel, 400 lbs. - - - lb., 6c.                    |
| STRONGER AMMONIA, C. P., Sp. Gr. 90°, - - -   | 8 lb., gal., \$1.00; - - - 16 lb., 2 gal., \$1.90  |
|   | Carboys, - - - lb., 8½c.                           |
| CHLOROFORM, Strictly Pure, - - -  | 5 lb. bottle, \$1.60; - - - 12 lb. bottle, \$4.25  |
|   | 100 lb. bulk, - - - \$31.00                        |
| DISTILLED EXTRACT WITCH HAZEL, - - -  | Gal. jugs, 80c; - - - 5 gal. jugs, \$3.90          |
|   | Barrel, - - - 60c. gallon                          |
| AMBER PETROLATUM, - - -   | 5 lb. cans, 45c; - - - doz. cans, \$5.00           |
|   | Barrel, - - - per lb., 3½c.                        |
| SNOW WHITE PETROLATUM (Russian), - - -  | 5 lb. cans, \$1.00; - - - doz. cans, \$11.00       |
|   | Barrel, - - - per lb., 14c.                        |
| NITRIC ACID, C. P., Sp. Gr. .84 - - -   | 7 lb. bottle, - - - \$1.20                         |
|   | Carboy, - - - per lb., about 8½c.                  |
| HYDROCHLORIC ACID (Muriatic), - - -   | Strictly Pure, 7 lb. bottle, - - - \$1.10          |
|   | Carboy, - - - per lb., about 7½c.                  |
| SULPHURIC ACID, C. P - - -  | 7 lb. glass bottle, - - - \$1.10                   |
|   | Carboy, - - - per lb., 6½c.                        |
| BETZ' SANITARY FLUID, Saponified Coal Tar Creosote. 1 gal. makes 100 gals. of strong, efficacious disinfectant - - -  | gal., \$3.00                                       |
| HYDROGEN PEROXIDE, U. S. P. (Medicinal), - - -  | 1 gal. bottle, \$1.65                              |
| FORMALDEHYDE, 40% Solution, Guaranteed to be of highest purity, per lb., 25c; 5 lbs., \$1.25; gal. bot., \$1.60; 5 gal., \$7.25; 10 gal., \$12.75; barrels of about 400 lbs., per lb., 12c. |  |
| SOLIDIFIED FORMALDEHYDE, Powdered, - lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00  |  |
| PARAFORMALDEHYDE, Paste, - - - lb., \$1.50; 5 lbs., \$6.00; 10 lbs., \$11.00  |  |

We are headquarters for everything used for municipal sanitation and that of ship factories, railroads, etc. We supply in the smallest or largest quantities.

|  |  |
|--|--|
| THERMOMETERS, Clinical, 60 sec., Magnifying with certificate, doz., \$4.00 | WOOD ALCOHOL STOVES (Reform), nickel plated on brass, doz., \$6.00 |
| HYPODERMIC SYRINGE, glass or metal barrel, doz., \$4.00                    | GLASS GONORRHOEAL SYRINGES, French Make, gross, \$3.00             |
| MEDICINE DROPPERS, either bent or straight or assorted, gross, \$1.40      | SUSPENSORIES, J. P. Silk Knit Sack, doz., \$1.50                   |
| RUBBER GLOVES, any size, doz., \$6.00                                      | SUSPENSORIES, Army and Navy Lisle Thread, doz., \$2.00             |
|  | FINGER COTS FOR SURGEONS, gross, \$1.75                            |

TERMS, CASH WITH ORDER

**CHICAGO SALESROOM, 90 WABASH AVENUE**  
**GENERAL OFFICES AT WORKS, HAMMOND, INDIANA**

Where All Communications Should be Addressed

Kindly mention *AMERICAN DRUGGIST* when writing to Advertisers.

### Patent Medicines from the Newspaper Standpoint.

*Collier's Weekly* is conducting a fierce crusade against patent medicines. It claims to have excluded from its columns all patent medicine advertising on the broad ground that the remedies exploited are frauds upon the public. It is undeniably true that some patent medicines are frauds and some are even worse, for apart from the fact that they are not cures for the diseases they purport to cure they are oftentimes positively injurious. But it is likewise true that a great many of these patent medicines are of real worth and some are even recommended by physicians of recognized standing. Almost every physician prescribes certain proprietary remedies, which differ from the so-called patent medicines only in that they are put up more expressly for the practitioner and are not intended for popular consumption. Most of these remedies have the list of ingredients printed on the package, but very few of them state the proportions used. Because some patent medicines are frauds and their use may be positively harmful it is not fair to class all as such. How the publisher is to discriminate we do not know.

If a concern has an honest medicine we see no reason why the public should not be made acquainted with it in the usual way. As to the most effective way of wording the advertisements, manufacturers differ. Some lay stress on the fact that the remedy is not a cure-all, but is an excellent therapeutic agent in certain diseases. Others extend to great length the list of diseases that their remedies will reach, basing their statements mainly on the fact that a train of disorders follows some main cause, and that with the elimination of the cause the other troubles disappear. Some illustrate their advertisements with cuts of persons said to have been cured, precisely as a merchant pictures clothing, neckwear, furniture, kitchen utensils or whatever he may have to advertise. Just as some merchants display better taste than others in their advertisements so do some patent medicine concerns show better taste than others. Some clothing that is advertised does not keep its shape, some furniture goes to pieces, some kitchen utensils quickly leak, but because of this no one thinks of saying that all clothing and furniture and kitchen utensils are frauds on the public and therefore should not be advertised. It is the same with patent medicines. Some are not what they are represented to be. But because some merchants advertise unreliable goods, shall we say that merchants should not advertise? Because some patent medicines are not what they are represented to be, shall we say that no patent medicines should be advertised?

While *Collier's* is to be commended for exposing patent medicine frauds according to its best lights, it seems to be somewhat inconsistent in its position. It advertises a soap that is guaranteed to cure all sorts of skin disorders. Undoubtedly the article has merit, but does *Collier's* know it will do all that is claimed for it? The magazine would not perhaps advertise a liquid hair restorer, but it does not hesitate to lend its columns to the exploitation of a mechanical device to make hair grow. It tells you to drink a certain kind of beer if you would have health and strength as against pain and remorse. Flatfoot, rheumatism of the feet and kindred ailments the columns of *Collier's* tell us can be speedily cured by a device worn inside the shoe.

Some people may think that mechanical hair growers, mechanical rheumatism cures and soaps that produce peach-like complexions are quite as fraudulent in their claims as anything put up in the form of a patent medicine.

All sorts of legislation has been proposed to deal with this so-called patent medicine evil, but none of it has been satisfactory from the standpoint of the public, while all of it has been unjust from the standpoint of fair play to the manufacturer. All laws thus far proposed have been so sweeping in character as to make no discrimination between the really meritorious remedy and the medicine that is a fraud or worse. The crusade which *Collier's* is conducting makes the same mistake. It recognizes nothing good in a patent medicine, although any physician will tell it that many patent medicines are of

value. A Springfield physician has been offered \$10,000 by a patent medicine concern for the formula of a certain remedy he has used with marked success in his private practice. If he should sell the formula and the remedy be put upon the market as Dr. So and So's cure it would be under the ruling of *Collier's* a fraud, and its advertisements should be excluded from the columns of every reputable journal.—*Springfield, Mass., Republican.*

### A Prescription.

#### SPASM I.

'F you've got a hoodoo-microbe  
An' you really want to kill it,  
Here's a rattlin' good prescription,  
An' it don't cost much to fill it;  
When your liver's numb and lazy  
An' your stomach's out of whack,  
When your eyes are getting hazy  
An' your voice begins to crack,  
Go to Nature's sanatorium  
And stay a month or so,  
For there's health an' joy galorium  
Where the pine trees grow.

#### CHORUS (The Prescription):

R Mix some summer sunshine  
With some mountain air and dew,  
Take a dose of out-door scenery—  
If it doesn't work, take two;  
Put a little woodland climbing  
In some Oil of Pure Delight,  
Exercise and plenty of it  
Taken morning, noon and night;  
Get some Extract of Ambition  
And a little Sportive Strife,  
(For a tonic nothing's better  
Than a month of mountain life);  
Fill your lungs with air and ozone,  
Let the perspiration run,  
Mix it, shake, and take it daily  
With a fishing rod or gun.

#### SPASM II.

I have tried the salts and senna,  
Sassafras, an' all such dope,  
From their patent panaceas  
To their pills of bread and soap;  
But the best and surest physic  
Is the sunlight of the hills,  
If will wake your liver quicker  
Than a ton of blue-mass pills;  
If you're feelin' like the devil  
An' your hopes are ebbin' low,  
Then it's time to take a revel  
Where the pine trees grow!

#### CHORUS.

R *Semper idem.* Only double the dose.

#### SPASM III.

If you've tried this old prescription  
For a half-a-year, or more,  
An' your liver's still a-dreamin'  
In its Rip Van Winkle snore—  
If you're still a feeling meaner  
Than the villain in the play—  
Just as though the world in general  
Was a standin' in your way—  
If the huntin', climbin', fishin',  
Fail to cut the needed figure,  
Get a gun that "isn't loaded,"  
Turn it on, an' pull the trigger!

—T. Shelley Sutton in the *Pacific Coast Magazine*.

The druggist who does not carry Dentacura in stock is missing an important and growing sale, for this product has not only been extensively and persistently advertised, but is of such peculiar efficacy that dentists and users find good reason for recommending it. We invite the attention of our readers to the advertisement of the Dentacura Company, of Newark, N. J., which appears in this issue.

It is high time for any druggist who is not fully prepared for the hot drink season to "get busy." Cold weather will be here soon, and failure to be able to cater to the demand for hot drinks will mean loss of trade, which it will be hard to make up later. Very complete outfits and splendid offers are made by Armour & Co. The company gives a handsome carnation china urn free with every carnation china urn case. The case contains, beside the china urn, attractive hangers and display signs, china mugs, four 2-pound jugs of Vigora, one 12-ounce bottle of tomato bouillon, a 5-pound bottle of same, fluid beef, French bouillon, chicken broth, etc. Each case contains supplies to make about 2000 drinks. The cost of the case is \$25 east of the Missouri and \$30 west. Send for catalogue which gives particulars of this and other offers.

**BUY A GROSS AND SAVE 5**  
**and 2½ PER CENT.**

THE KIND YOU  
HAVE ALWAYS  
HANDLED

**CASTORIA**

IT PAYS  
TO HANDLE  
RELIABLE GOODS

\$33.60 Per Gross.

Jobbers Sell in Gross Lots,  
5 Per Cent. and 2½ Per Cent. OFF.

\$2.80 Per Dozen.

**THIS IS THE GENUINE.**

Send for Cards, Cartons and Counter Wrappers.

**THE CENTAUR COMPANY,**  
77 MURRAY STREET, NEW YORK CITY.

*Chas. H. Fletcher* President,

**BUY A GROSS AND SAVE 5**  
**and 2½ PER CENT.**

—Who can't sell 12 dozen per annum?—

**Cucumber and Elder Flower Cream.**

**Quick Hair Restorer.**

**Tomorrow  
Is the  
Day  
That  
People  
Order  
Things  
That  
Never  
Get them**

THIS must be so or we wouldn't be saying it—and perhaps you know of some things you were sure you were going to order "tomorrow" that haven't showed up yet. We would like to suggest that TODAY you write us asking for a trial package of our handsome and impressive advertising matter that sells the goods. We've been offering this trial package of expensive printed matter which, together with the express, costs us over a dollar, for one cent—the price of a postal card—and we'll keep on offering it in the hope that we'll catch you tomorrow if not today. Our advertising matter in your store will increase your sales; it positively will; and you won't have to order a penny's worth of our goods till you want to. We're doing a lot of high-class magazine advertising, and the counter advertising supplements this and adds to its value. Let us send you the package today—to increase your business.

**MRS. GERVAISE GRAHAM,**  
1262 Michigan Ave., Chicago, Ill.



MRS. GERVAISE GRAHAM



**EVERY CUSTOMER ADVERTISES YOU**

If you tie your parcels with

**Reis' Advertising Tape**

It is strongly woven and finished like silk; made in many bright color-shades and different widths—from 1-16 to 1-4 of an inch. Saves time in packing because it sets flat and snug around the parcel and neither slips nor breaks in tying. REIS' ADVERTISING TAPE carries your name and address plainly printed from four to ten times every yard, providing a novel way of making EVERY CUSTOMER ADVERTISE YOUR BUSINESS. It's inexpensive.

Write For Samples—Free

**G. REIS & BRO.,**



Dept. B,

640 Broadway, New York.

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

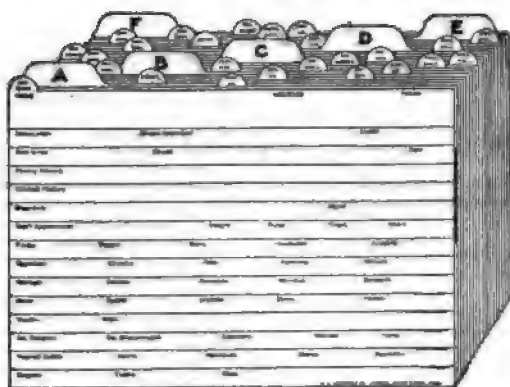


**"COUFFIELD"**

**Case Record**

# System for Physicians

We have devised a Case Record System for physicians for recording all the information concerning each patient, including treatment and prescription. Every physician knows the value of being able to refer to cases similar to those under his immediate care, and this system becomes one of his most valuable assets. The cards are so arranged that any patient, or the prescribing for any disease, can be referred to instantly, furnishing a double or "cross" index. It is the most practical and convenient arrangement known, and one that is very popular with the medical profession.



**\$2<sup>75</sup>** Cash with order, *express prepaid*, buys this **complete** outfit consisting of

**One Desk Drawer Case**, made of solid quarter sawed white oak, best golden wax finish and hand rubbed; equipped with an adjustable follower-block for keeping contents in an upright position at all times; 9 inches long, for 4x6 in. cards, with felt feet to protect desk.

**200 4x6 Ruled Cards**, highest quality medium weight linen bristol, white, pen-ruled in colors, printed and tabbed.

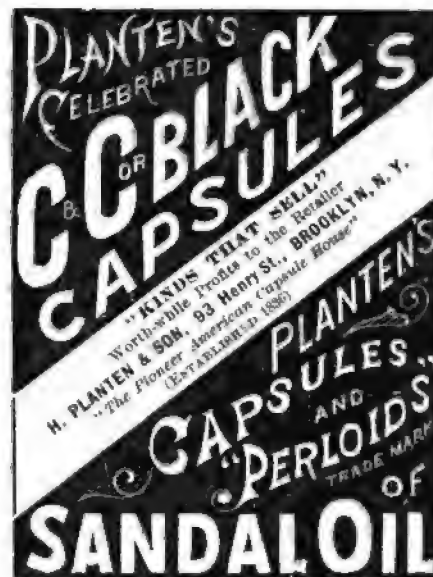
**One Set 4x6 25-Division Alphabetical Guides**, made from heavy weight buff, linen bristol, for indexing cards.

It is worth at retail \$4.50. We offer it at this very low price simply to advertise our labor-saving systems for physicians' use. Mention this ad and publication.

**H. L. COUFFIELD CO.**

Devisers of Systems for Physicians

270 O St., GRAND RAPIDS, MICH.



## Very Low Rates

To California, Arizona, Mexico, New Mexico  
and Other Western Points

VIA

## Southern Railway

Any one desiring to make a trip to California, Arizona, Mexico, New Mexico or other western points, either for business or pleasure, can do so now at small cost.

Commencing September 14th, and daily until October 30th, 1905, special one-way Mixed Class Colonist Tickets will be sold via the Southern Railway at rate of \$49.75 from Philadelphia to Los Angeles, Cal., and San Francisco, Cal., and to other western points; proportionate low rates from other points.

The Southern Railway operates through Personally Conducted Pullman Tourist Sleeping Cars from Washington to Los Angeles and San Francisco, Cal., without change. Tourist Cars leave Washington 7:30 P. M. on Mondays and Fridays of each week. The berth rate through to the Pacific Coast is only \$8.50, two people being allowed to occupy one berth if desired. There are other new, convenient and economical features connected with these Tourist Sleepers, which may be ascertained from

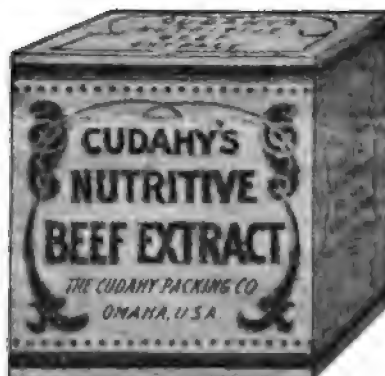
**CHAS. L. HOPKINS,**

DISTRICT PASSENGER AGENT, SOUTHERN RAILWAY,  
828 CHESTNUT STREET, Philadelphia, Pa.

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

# Cudahy's Nutritive Beef Extract

SOLD ONLY BY  
THE  
DRUG TRADE AND ENDORSED  
BY LEADING DRUGGISTS  
AS ONE OF THE BEST  
SELLERS



FOR INVALIDS  
AND CONVALESCENTS  
A FINE FLAVOR, OF UNIFORM  
QUALITY AND GUARANTEED  
TO KEEP IN ANY  
CLIMATE

## A Soluble Beef

Containing all the Nutriment of Fresh Lean Meat  
Scientifically Prepared

The Cudahy Packing Co., Omaha, Neb., Kansas City, Kan., Sioux City, Ia., Los Angeles, Cal.

# THE PARAGON ABDOMINAL SUPPORTER

Comfortable, Strong, Durable

|           |   | Per dozen |
|-----------|---|-----------|
| Fig. 28   | Gray Coutil,                                    | \$18.00   |
| Fig. 28C  | White Horse Hair,                               | 24.00     |
| Fig. 287  | Linen Elastic, woven material,                  | 30.00     |
| Fig. 287A | Silk Elastic, woven material,                   | 42.00     |
| Fig. 288  | Mole Skin Cloth,                                | 30.00     |
| Fig. 288A | Extra fine quality Mole Skin,<br>elastic sides, | 36.00     |

Write for Discounts

Free Catalogue on Trusses, Braces, Elastic Hosiery, Abdominal Supporters, Suspensories, etc., on application.



LA FAJA ABDOMINAL PARAGON

Cómoda, Fuerte, Duradera

|           |   | La do   |
|-----------|---|---------|
| Fig. 28   | De cotón gris,  | \$18.00 |
| Fig. 28C  | Pelo de caballo blanco,                                   | 24.00   |
| Fig. 287  | De material de hilo tejido elástico,                      | 30.00   |
| Fig. 287A | De material de seda tejido elástico,                      | 42.00   |
| Fig. 288  | De tela de molequín,                                      | 30.00   |
| Fig. 288A | De molequín calidad superfin, con<br>los lados elásticos, | 36.00   |

Pídanse los descuentos.

Catálogo gratis de Bragueros, Tirantes, Calcetines Elásticos, Fajas abdominales, Suspensorios, etc., se da al solicitarlo.

THE OHIO TRUSS COMPANY, 5 East 9th St. Cincinnati, O., U.S.A.

**FOREIGN TRADE IS GOOD TO HAVE.**

***We can help you get it.***

Our FOREIGN DEPARTMENT is in touch with reliable agents  
and merchants everywhere.

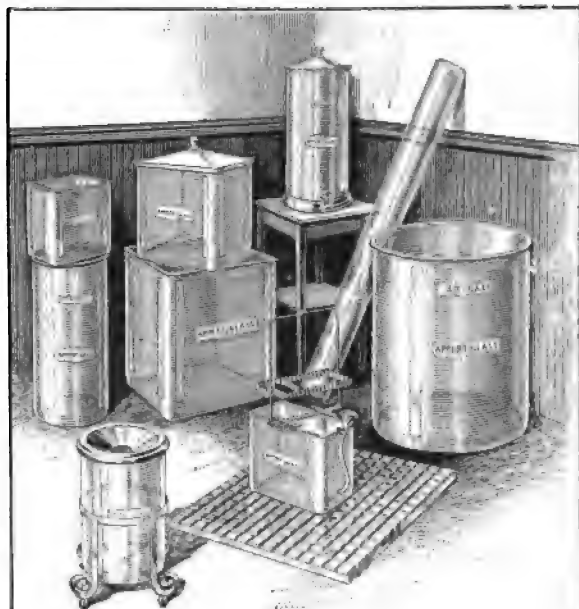
**AMERICAN DRUGGIST PUBLISHING CO.**

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.



**Appert Glass For The Laboratory.**

Glass Jars and Tanks up to 40-Gallon Capacity.  
Glass Pipe 4-inch Diameter.



Chemically pure glass of great mechanical strength. Chemicals or climatic changes do not affect it. For percolating, filtrating and storage purposes these glass containers offer material advantages. Write for price list. Mfrd. by Mississippi Glass Co.

**C. L. FLAGGUS GLASS CO., 41 Barclay Street, New York.**  
SOLE SELLING AGENTS.

**BINDERS**

FOR:

**AMERICAN DRUGGIST**

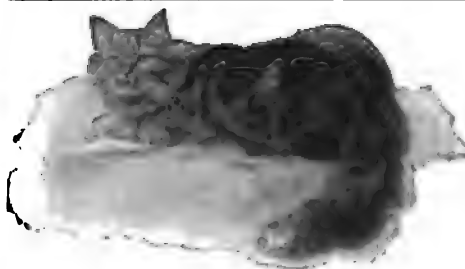
PRICE \$1.00

Cloth, with title in gold, with patent clasps,  
so that numbers may be inserted semi-monthly.

*Sent upon receipt of price.*

**American Druggist Pub. Co.**

62-68 West Broadway, New York City



Beautiful  
thoroughbred  
Angora cats  
for your store  
or home.

Lovely pets,  
long fur, big  
tails.

Send 10 cents for pictures.

**WALNUT RIDGE FARMS CO.**

3 State Street, Boston, Mass.

# THIS IS IT—EVERYTHING YOU NEED. COMPLETE OUTFIT FOR HOT SODA.

Made entirely of Copper, Nickle-plated  
throughout. Water gauge, Thermometer  
special burner and tumbler warmer on  
top all complete.

All complete with full supply of adver-  
tising matter, window strips, etc. for  
only \$17.50.

THINK IT OVER—CAN YOU AFFORD  
TO BE WITHOUT IT?  
ASK YOUR JOBBER—

Or Write—

**J. HUNGERFORD SMITH CO., Rochester, N. Y.**  
Manufacturers of "True Fruit" Soda Fountain Requisites.



|      |                               |        |
|------|-------------------------------|--------|
| 2    | Gallon Urn with Burner        | \$8.50 |
|      | Unless otherwise specified    |        |
|      | Vapor Lamp will be furnished. |        |
| 1    | Gallon Beef Extract           | 6.50   |
| 1/2  | Gal. Liquid Chocolate         | 1.00   |
| 1/2  | Doz. Clam Bouillon, pts.      | 1.20   |
| 1-12 | " Tomato Bouillon, qts.       | .75    |
| 1-12 | " Coffee, pts.                | .75    |
| 1    | Silver Salt Shake             | .60    |
| 1    | Silver Pepper Shake           | .60    |
| 1/2  | Doz. Decorated China Mugs     | 1.50   |

\$21.40

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

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## Profitable Perfume Points

**N**OW is the harvest time in perfumes and if you grasp the opportunity we offer, you can do a larger and more profitable business than is possible in any other way. By our plan you can carry a larger line, make larger profits and give your customers greater satisfaction and still invest a smaller sum in stock.

### LETTER OF ONE DRUGGIST

"I have been agreeably surprised and pleased with the results obtained from your Absolute and Floral Essences. My best customers, after sampling the different manufacturers' perfumes I carry, invariably select those made from your Essences. When the merits of these Essences become known to the retail drug trade they will be very generally used."

WRITE  
TO-DAY  
FOR OUR  
FREE BOOK

### WHAT ONE FIRM SAYS

"That your Floral and Absolute Essences have pleased both our trade and ourselves is sufficiently evidenced by the repeated orders sent you."

The finished product compares favorably with foreign manufacturers' costing quite as much wholesale as we would be pleased to sell for at retail."

Which gives minute details of our Absolute and Floral Essences by which you can manufacture perfumes equal to the finest imported brands for much less than you pay for inferior manufactured products.

**LEHN & FINK 120 William Street NEW YORK**



# ORIGINAL PACKAGE PRICES.

It should be understood that the prices quoted in this column are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a considerable range of prices.

## Drugs, Chemicals, &c.

|                              |         |       |   |       |
|------------------------------|---------|-------|---|-------|
| Acetanilid.                  | lb.     | 20    | @ | 23    |
| Acetate of Lime:             |         |       |   |       |
| Brown.                       | 100 lb. | 1.60  | @ | 1.65  |
| Gray.                        | 100 lb. | 2.25  | @ | 2.40  |
| Acetone.                     | lb.     | 15.50 | @ | 16    |
| Acid:                        |         |       |   |       |
| Acetic Com'l.                | 100 lb. | 2.60  | @ | 2.75  |
| Acetic C. P.                 | lb.     | 21    | @ | 22    |
| Acetic, Glacial.             | lb.     | 20    | @ | 21    |
| Aquaforia, 30°.              | lb.     | 1.00  | @ | 1.05  |
| 40°.                         | lb.     | 1.00  | @ | 1.05  |
| Benzoin, Ger.                | lb.     | 32.50 | @ | 33    |
| Eng.                         | lb.     | 10    | @ | 10.50 |
| Boric, Cryst.                | lb.     | 10    | @ | 10.50 |
| powd.                        | lb.     | 10    | @ | 10.50 |
| Carbol. Cryst. blk.          | lb.     | 10    | @ | 10.50 |
| lb. bottle.                  | lb.     | 20    | @ | 21    |
| Chrysophanic.                | lb.     | 2.50  | @ | 2.65  |
| Citric, dom.                 | lb.     | 38    | @ | 39.50 |
| Sicilian.                    | lb.     | 38    | @ | 39.50 |
| Gallic.                      | lb.     | 33    | @ | 34    |
| Muratic C. P.                | lb.     | 107   | @ | 109   |
| Nitric C. P.                 | lb.     | 107   | @ | 109   |
| Oxalic, English.             | lb.     | 10.50 | @ | 10.75 |
| Phosphoric.                  | lb.     | 30    | @ | 31    |
| Picric.                      | lb.     | 30    | @ | 31    |
| Pyrogallie.                  | lb.     | 1.60  | @ | 1.70  |
| Salicylic.                   | lb.     | 31    | @ | 32    |
| Sulphuric, 98%.              | lb.     | 10.50 | @ | 10.75 |
| Tartaric, crystals.          | lb.     | 28    | @ | 29    |
| powdered.                    | lb.     | 28    | @ | 29    |
| Tannic, Cryst.               | lb.     | 48    | @ | 49    |
| Alcohol, grain.              | gal.    | 2.51  | @ | 2.53  |
| wood, 95-97%.                | gal.    | 2.70  | @ | 2.73  |
| Aloin.                       | lb.     | 1.75  | @ | 1.85  |
| Alum, Lump.                  | 100 lb. | 1.85  | @ | 1.95  |
| Ground.                      | 100 lb. | 1.85  | @ | 1.95  |
| Ammon, carb.                 | lb.     | 2.75  | @ | 2.85  |
| bromide, bulk.               | lb.     | 25    | @ | 26    |
| Iodide, bulk.                | lb.     | 4.75  | @ | 4.80  |
| Aniline Oil.                 | lb.     | 50    | @ | 51    |
| Salt.                        | lb.     | 10.50 | @ | 10.75 |
| Antipyrine (New).            | oz.     | 38    | @ | 39    |
| Arrowroot, Bermuda.          | lb.     | 38    | @ | 39    |
| St. Vincent, in blk.         | lb.     | 10.50 | @ | 10.75 |
| Aromatic: Red Saxon.         | lb.     | 10.50 | @ | 10.75 |
| White.                       | lb.     | 10.50 | @ | 10.75 |
| Balm of Gilead Buds.         | lb.     | 43    | @ | 44    |
| Balsam Copaliba, Cent.       | lb.     | 30    | @ | 31    |
| Amer.                        | lb.     | 30    | @ | 31    |
| Para.                        | lb.     | 30    | @ | 31    |
| Pte. Canada.                 | gal.    | 7.00  | @ | 7.25  |
| Pte. Oregon.                 | gal.    | 7.00  | @ | 7.25  |
| Peru.                        | lb.     | 1.00  | @ | 1.05  |
| Tolu.                        | lb.     | 30    | @ | 31    |
| Bark, Angostura.             | lb.     | 35    | @ | 36    |
| Buckhorn.                    | lb.     | 10    | @ | 10.50 |
| Cascara Sag.                 | lb.     | 10    | @ | 10.50 |
| Cascarilla.                  | lb.     | 10    | @ | 10.50 |
| Cotton root.                 | lb.     | 10    | @ | 10.50 |
| Cramp.                       | lb.     | 10    | @ | 10.50 |
| Elin, select.                | lb.     | 13    | @ | 14    |
| Pine, white.                 | lb.     | 10    | @ | 10.50 |
| Prickly Ash.                 | lb.     | 12    | @ | 13    |
| Sassafras.                   | lb.     | 10    | @ | 10.50 |
| Soap-whole.                  | lb.     | 10    | @ | 10.50 |
| Crushed.                     | lb.     | 10    | @ | 10.50 |
| Wild Cherry.                 | lb.     | 10    | @ | 10.50 |
| Bismuth, citrate.            | lb.     | 2.80  | @ | 2.85  |
| " ammon. cit.                | lb.     | 3.00  | @ | 3.05  |
| " subnit.                    | lb.     | 2.45  | @ | 2.50  |
| " subcarb.                   | lb.     | 2.70  | @ | 2.75  |
| " subgallate.                | lb.     | 2.50  | @ | 2.55  |
| Bleaching Powder, Eng.       | lb.     | 10.50 | @ | 10.75 |
| German B.                    | lb.     | 10.50 | @ | 10.75 |
| Domestic.                    | lb.     | 10.50 | @ | 10.75 |
| Blue Vitriol.                | lb.     | 10.50 | @ | 10.75 |
| Borax, Refined.              | lb.     | 10.50 | @ | 10.75 |
| powd. conc.                  | lb.     | 10.50 | @ | 10.75 |
| crystals.                    | lb.     | 10.50 | @ | 10.75 |
| Bromine, crude 21.           | ton.    | 22.00 | @ | 22.50 |
| Bromine, bulk.               | lb.     | 10    | @ | 10.50 |
| Burgundy Pitch.              | lb.     | 10    | @ | 10.50 |
| Caso Butter, blk.            | lb.     | 28    | @ | 29    |
| 12 lb. boxes.                | lb.     | 34    | @ | 35    |
| Caffeine.                    | lb.     | 2.65  | @ | 2.75  |
| Calcium hypophosphite lb.    | lb.     | 60    | @ | 64    |
| Cantharides, Chinese.        | lb.     | 50    | @ | 52    |
| powd.                        | lb.     | 50    | @ | 52    |
| Russian, whole.              | lb.     | 50    | @ | 52    |
| Casia Buds.                  | lb.     | 1.35  | @ | 1.40  |
| Castor Oil, No. 1, bbl.      | lb.     | 1.00  | @ | 1.05  |
| " No. 1, cases.              | lb.     | 1.10  | @ | 1.15  |
| " No. 2, bbl.                | lb.     | 1.00  | @ | 1.05  |
| " No. 2, cases.              | lb.     | 1.10  | @ | 1.15  |
| Caustic Soda.                | lb.     | 1.70  | @ | 1.75  |
| Chalk, Eng. Precip. bulk lb. | lb.     | 10    | @ | 10.50 |
| Chloral Hydrate, crystals.   | lb.     | 10    | @ | 10.50 |
| bulk.                        | lb.     | 10    | @ | 10.50 |
| crystals, blk.               | lb.     | 10    | @ | 10.50 |
| Chloroform, bulk.            | lb.     | 10    | @ | 10.50 |
| Chinoidine Sulph.            | oz.     | 12    | @ | 13    |
| Cocaine Muratic.             | oz.     | 3.25  | @ | 3.40  |
| Codeine Sulph.               | oz.     | 3.25  | @ | 3.40  |
| Cod Liver Oil, Norweg. bbl.  | gal.    | 30.00 | @ | 30.50 |
| Newfoundland.                | gal.    | 30.00 | @ | 30.50 |
| Colocynth, Trieste.          | lb.     | 33    | @ | 34    |
| Spanish.                     | lb.     | 28    | @ | 29    |
| Copperas, carlots.           | 100 lb. | 1.75  | @ | 1.80  |
| single bbls.                 | 100 lb. | 1.65  | @ | 1.70  |
| Creosote, Beechwood.         | lb.     | 35    | @ | 36    |
| Cream Tartar lb.             | lb.     | 28    | @ | 29    |
| Cubebs, xx.                  | powd.   | 10    | @ | 10.50 |
| Powdered.                    | lb.     | 11    | @ | 12    |
| Cutch, bales.                | lb.     | 10.50 | @ | 10.75 |
| boxes.                       | lb.     | 10.50 | @ | 10.75 |
| Custal Bone, Trieste.        | lb.     | 13    | @ | 14    |
| French.                      | lb.     | 13    | @ | 14    |
| Jewellers, large.            | lb.     | 10    | @ | 10.50 |
| small.                       | lb.     | 10    | @ | 10.50 |
| Dextrin.                     | lb.     | 10    | @ | 10.50 |
| Divi Divi.                   | ton.    | 30.00 | @ | 30.50 |
| Dragon's B'd, Lump.          | lb.     | 15    | @ | 16    |
| In reeds.                    | lb.     | 50    | @ | 55    |
| Epsom Salts.                 | 100 lb. | 1.85  | @ | 1.90  |
| Eliot, German.               | lb.     | 42    | @ | 43    |
| Spanish.                     | lb.     | 15    | @ | 16    |
| Fenugreek, Dom.              | lb.     | 4.25  | @ | 4.50  |
| Flowers, Arnica.             | lb.     | 18    | @ | 19    |
| Galendula.                   | lb.     | 28    | @ | 29    |

|                                      |             |      |   |      |
|--------------------------------------|-------------|------|---|------|
| Flowers-cont'd                       |             |      |   |      |
| Chamomile, Roman.                    | lb.         | 16   | @ | 22   |
| German.                              | lb.         | 15   | @ | 23   |
| Hungarian.                           | lb.         | 10   | @ | 11   |
| Lace, open.                          | lb.         | 15   | @ | 16   |
| Half closed.                         | lb.         | 15   | @ | 16   |
| Closed.                              | lb.         | 15   | @ | 16   |
| Powder.                              | lb.         | 14   | @ | 15   |
| Lavender.                            | lb.         | 12   | @ | 13   |
| Select.                              | lb.         | 15   | @ | 16   |
| Saffron, Amer.                       | lb.         | 4.75 | @ | 5.00 |
| Spanish Alicante.                    | lb.         | 8.00 | @ | 8.50 |
| Valencia.                            | lb.         | 8.00 | @ | 8.50 |
| Formaldehyde.                        | per 100 lb. | 50   | @ | 60   |
| Glauber Salt.                        | lb.         | 1.15 | @ | 1.20 |
| Glycerin, C. P. drums.               | lb.         | 1.15 | @ | 1.20 |
| cans.                                | lb.         | 1.15 | @ | 1.20 |
| Grains of Paradise.                  | lb.         | 1.15 | @ | 1.20 |
| Guarana.                             | lb.         | 1.15 | @ | 1.20 |
| Gums: Aloe, Cape.                    | lb.         | 1.15 | @ | 1.20 |
| " Barbados.                          | lb.         | 1.15 | @ | 1.20 |
| " Curacao.                           | lb.         | 1.15 | @ | 1.20 |
| " Socot.                             | lb.         | 1.15 | @ | 1.20 |
| Arabic, 1st pld.                     | lb.         | 1.15 | @ | 1.20 |
| 2d pld.                              | lb.         | 1.15 | @ | 1.20 |
| " soda.                              | lb.         | 1.15 | @ | 1.20 |
| Asafoetida.                          | lb.         | 1.15 | @ | 1.20 |
| Benzoin, Sumatra.                    | lb.         | 1.15 | @ | 1.20 |
| Slam.                                | lb.         | 1.15 | @ | 1.20 |
| Camphor, red'd. blk.                 | lb.         | 1.15 | @ | 1.20 |
| cases.                               | lb.         | 1.15 | @ | 1.20 |
| Chicle.                              | lb.         | 1.15 | @ | 1.20 |
| Chicboge.                            | lb.         | 1.15 | @ | 1.20 |
| Guaiac.                              | lb.         | 1.15 | @ | 1.20 |
| Kino.                                | lb.         | 1.15 | @ | 1.20 |
| Mastic.                              | lb.         | 1.15 | @ | 1.20 |
| Myrrh.                               | lb.         | 1.15 | @ | 1.20 |
| Olibanum.                            | lb.         | 1.15 | @ | 1.20 |
| Sandalac.                            | lb.         | 1.15 | @ | 1.20 |
| Benzoin, pld.                        | lb.         | 1.15 | @ | 1.20 |
| Tragacanth, Aleppo.                  | lb.         | 1.15 | @ | 1.20 |
| Tragacanth, Turkey.                  | lb.         | 1.15 | @ | 1.20 |
| Hamam Oil.                           | lb.         | 2.50 | @ | 2.55 |
| Hypophosphite lime.                  | lb.         | 40   | @ | 45   |
| potash.                              | lb.         | 40   | @ | 45   |
| " soda.                              | lb.         | 40   | @ | 45   |
| Ichthyol.                            | lb.         | 4.00 | @ | 4.25 |
| Indigo.                              | lb.         | 1.00 | @ | 1.25 |
| Insect Pwd. pure.                    | lb.         | 1.15 | @ | 1.20 |
| Iodine, resub.                       | lb.         | 4.15 | @ | 4.30 |
| Iodoform.                            | lb.         | 4.40 | @ | 4.55 |
| Iron citrate, U. S. P.               | lb.         | 4.40 | @ | 4.55 |
| " and ammon. cit.                    | lb.         | 4.40 | @ | 4.55 |
| " and ammon. citrate (green scales). | lb.         | 1.30 | @ | 1.35 |
| " and quinine citrate.               | lb.         | 1.30 | @ | 1.35 |
| phosphate, scales.                   | lb.         | 1.30 | @ | 1.35 |
| phosphate, scales.                   | lb.         | 1.30 | @ | 1.35 |
| quinine and strychnine citrate.      | lb.         | 1.30 | @ | 1.35 |
| Isthmian, Amer.                      | lb.         | 75   | @ | 80   |
| Russian.                             | lb.         | 4.00 | @ | 4.10 |
| Juniper Berries.                     | lb.         | 1.00 | @ | 1.05 |
| Lanoline.                            | lb.         | 1.00 | @ | 1.05 |
| Leaves: Aconite.                     | lb.         | 1.00 | @ | 1.05 |
| Belladonna.                          | lb.         | 1.00 | @ | 1.05 |
| Buchu, short.                        | lb.         | 1.00 | @ | 1.05 |
| " long.                              | lb.         | 1.00 | @ | 1.05 |
| Cannabis Indica, tops.               | lb.         | 1.00 | @ | 1.05 |
| Coca, Truxillo.                      | lb.         | 1.00 | @ | 1.05 |
| " Huancuco.                          | lb.         | 1.00 | @ | 1.05 |
| Damiana.                             | lb.         | 1.00 | @ | 1.05 |
| Digitalis.                           | lb.         | 1.00 | @ | 1.05 |
| Grindelia robusta.                   | lb.         | 1.00 | @ | 1.05 |
| Horehound.                           | lb.         | 1.00 | @ | 1.05 |
| Hyoscyamus.                          | lb.         | 1.00 | @ | 1.05 |
| Jaborandi.                           | lb.         | 1.00 | @ | 1.05 |
| Pulsatilla.                          | lb.         | 1.00 | @ | 1.05 |
| Rose, Red.                           | lb.         | 1.00 | @ | 1.05 |
| Senna, pld. whole.                   | lb.         | 1.00 | @ | 1.05 |
| Alexandria, natural.                 | lb.         | 1.00 | @ | 1.05 |
| garbled and sifted.                  | lb.         | 1.00 | @ | 1.05 |
| Tuneberry.                           | lb.         | 1.00 | @ | 1.05 |
| Alexandria, siftings.                | lb.         | 1.00 | @ | 1.05 |
| Stramonium.                          | lb.         | 1.00 | @ | 1.05 |
| Iva, natural.                        | lb.         | 1.00 | @ | 1.05 |
| Yerba Santa.                         | lb.         | 1.00 | @ | 1.05 |
| Liquorice-mass.                      | lb.         | 1.00 | @ | 1.05 |
| Spanish.                             | lb.         | 1.00 | @ | 1.05 |
| Imported mass Span.                  | lb.         | 1.00 | @ | 1.05 |
| laid.                                | lb.         | 1.00 | @ | 1.05 |
| Stick, Calabaria.                    | lb.         | 1.00 | @ | 1.05 |
| Domestic.                            | lb.         | 1.00 | @ | 1.05 |
| Lithia, carbonate.                   | lb.         | 1.50 | @ | 1.75 |
| citrate.                             | lb.         | 1.15 | @ | 1.25 |
| Lupulin, Ger.                        | lb.         | 1.15 | @ | 1.25 |
| Lycopodium.                          | lb.         | 1.15 | @ | 1.25 |
| Magnesia, carb.                      | lb.         | 1.15 | @ | 1.25 |
| Manna, large flk.                    | lb.         | 1.15 | @ | 1.25 |
| Small flake.                         | lb.         | 1.15 | @ | 1.25 |
| Menthol, Japanese.                   | lb.         | 2.85 | @ | 3.00 |
| Mercurials:                          |             |      |   |      |
| Blue Pill.                           | lb.         | 45   | @ | 45   |
| Calomel.                             | lb.         | 77   | @ | 79   |
| Corr. Sublim.                        | lb.         | 68   | @ | 80   |
| Mercury and Chalk.                   | lb.         | 33   | @ | 34   |
| Ointment, 45.                        | lb.         | 33   | @ | 34   |
| Ointment, 34.                        | lb.         | 33   | @ | 34   |
| Red Precip.                          | lb.         | 37   | @ | 39   |
| White.                               | lb.         | 37   | @ | 39   |
| Morphine, bulk.                      | oz.         | 2.25 | @ | 2.50 |
| Eighties.                            | oz.         | 2.45 | @ | 2.50 |
| Moss, Iceland.                       | lb.         | 1.00 | @ | 1.05 |
| Irish.                               | lb.         | 1.00 | @ | 1.05 |
| Irish, bleached.                     | lb.         | 1.00 | @ | 1.05 |
| Naphthalene, flakes.                 | lb.         | 1.00 | @ | 1.05 |
| Ball.                                | lb.         | 1.00 | @ | 1.05 |
| Nux Vomica.                          | lb.         | 1.00 | @ | 1.05 |
| Oil, Anise.                          | lb.         | 1.15 | @ | 1.25 |
| Almonds, bit, Eng.                   | lb.         | 5.50 | @ | 5.75 |
| French.                              | lb.         | 5.50 | @ | 5.75 |
| bit, artificial.                     | lb.         | 5.50 | @ | 5.75 |
| sweet, true.                         | lb.         | 37   | @ | 40   |
| Peach kernels.                       | lb.         | 19   | @ | 22   |
| Bay.                                 | lb.         | 2.25 | @ | 2.60 |
| 22 oz. bots.                         | bot.        | 3.25 | @ | 3.35 |
| Bergamot.                            | lb.         | 2.10 | @ | 2.25 |
| Cajuput.                             | lb.         | 30   | @ | 32   |
| Camphor.                             | lb.         | 12   | @ | 13   |
| Caraway.                             | lb.         | 1.15 | @ | 1.40 |
| Cassa 75-80%.                        | lb.         | 7.75 | @ | 8.5  |
| Cedar, pure.                         | lb.         | 55   | @ | 65   |

|                    |     |      |   |        |
|--------------------|-----|------|---|--------|
| Oils-cont'd        |     |      |   |        |
| red.               | lb. | 21   | @ | 25     |
| Citronella.        | lb. | 41   | @ | 43     |
| Clove, bud.        | lb. | 55   | @ | 60     |
| Copaliba.          | lb. | 50   | @ | 55     |
| Coriander.         | lb. | 55   | @ | 60     |
| Cotton.            | lb. | 55   | @ | 60     |
| Cubebs.            | lb. | 55   | @ | 60     |
| Eucalyptus.        | lb. | 40   | @ | 45     |
| Geranium.          | lb. | 1.60 | @ | 1.75   |
| Lavender, flowers. | lb. | 2.00 | @ | 2.25</ |

## Prices Current.

The outside prices quoted are for such quantities as retailers usually purchase. When purchasing original packages the inside quotations should be expected, while a slight advance over the outside quotations given may be demanded for very small lots. Current commercial quality is understood unless otherwise indicated. For extra quality or for specified makes a slightly higher price will have to be paid.

Corrected to November 23

|   |       |
|---|-------|
| Acetanilid, 5 lbs., .25.....lb.                       | 30-35 |
| Acetone, lb., .23; Medicinal.....lb.                  | .85   |
| Acid, Acetic, U. S. P. carbonyl, 6.....lb.            | 8-9   |
| Acid, No. 2, carbonyl, 6; lb., 7; Glacial.....lb.     | 23-30 |
| Arsenic, fused, lb., .18.....oz.                      | .8    |
| Benzole, English, 50-oz. boxes, 10.....oz.            | 10-16 |
| Benzole, from Toluol, lbs., .53.....oz.               | 11-13 |
| Boric, crystals, 25 lbs., .14.....lb.                 | .75   |
| Boric, Po., 25 lbs., .14.....lb.                      | .16   |
| Cacodylic, 1/2 lb., .40.....oz.                       | 4.00  |
| Camphor, lb., .50.....oz.                             | .50   |
| Carbolic crystals, 10 lbs., .22.....lb.               | 23-27 |
| Calvert's No. 1, lb., 1.95; No. 2, lb., 1.40.....lb.  | 1.40  |
| Solution, 10 gals., .45.....gal.                      | .50   |
| Chromic, lb., .55.....oz.                             | .11   |
| Chrysophanic, 1-oz. cartons.....oz.                   | 21-25 |
| Chuanic, lb., .35.....oz.                             | 35-40 |
| Citric, crystals, 10 lbs., .30.....lb.                | 40-42 |
| Gallic, lb., .70.....oz.                              | .9    |
| Hydrochloric, carbonyl, 24.....lb.                    | 4-5   |
| O. P., lb., .11.....oz.                               | 11-13 |
| Hydrocyanic, dil., lb., .30.....oz.                   | .10   |
| Hydrobromic, dil., lb., .28.....oz.                   | .28   |
| Hypophosphoric, 50 per cent. sol., lb., 1.65.....lb.  | 1.65  |
| Lactic, concentr., lb., .70.....oz.                   | .12   |
| Nitric, carbonyl, 54 lbs., 8; O. P., lb., .14.....lb. | .14   |
| Oleic, purified, U. S. P., lb., .40.....lb.           | .40   |
| Oxalic, 10 lbs., .9.....lb.                           | 10-12 |
| Phosphoric, glacial, lb., .55.....lb.                 | .55   |
| U. S. P., 85 per cent. syrupy.....lb.                 | 33-35 |
| Picric, lb., .55.....oz.                              | .55   |
| Pyrogallol, lb., 2.35.....oz.                         | .24   |
| Pyrogaucous, pure, lb., .30.....lb.                   | .30   |
| Salicylic, white, 10 lbs., .40.....lb.                | 42-44 |
| Stearic, hard, lb., .18.....lb.                       | .18   |
| Succinic, lb., .37.....oz.                            | .37   |
| Sulphuric, carbonyl, 2.....lb.                        | .4    |
| O. P., carbonyl, 10.....lb.                           | .12   |
| Sulphurous, lb., .10.....oz.                          | .10   |
| Tannic, lb., .85.....oz.                              | 11-14 |
| Tartaric, powdered, 10 lbs., .34.....lb.              | 35-38 |
| Valerianic, lb., .30.....oz.                          | .30   |
| Acetanilid, Amorphous, 1-oz. cartons.....oz.          | 1.40  |
| Adeps Lemme, B. J. D., lb., .28.....lb.               | .28   |
| Adoniphin, solution, lb., .60.....oz.                 | .60   |
| Agaricidin, 10-gr. vials.....gr.                      | .15   |
| Agaricidin, 10-gr. vials, each, 10.....oz.            | .90   |
| Agaricidin, white, lb., .40.....lb.                   | .40   |
| Agathin, lb., .25.....oz.                             | 2-25  |

|   |           |
|---|-----------|
| Agurin.....oz.  | 1.70      |
| Alcol, oz., 1.00.....lb.                              | 1.00      |
| Albumen, Egg.....lb.                                  | .70       |
| Alcohol, 10 gals., 2.70.....gal.                      | 2.80-2.85 |
| Alcohol, Columbia Spirit, 10 gals., 1.35.....gal.     | 1.50      |
| Alcohol, Spirit, 10 gals., 2.75.....gal.              | 2.85      |
| Wood, 10 gals., .80.....gal.                          | 85-90     |
| Alfaria.....oz.                                       | .15       |
| Alspice, 10 lbs., .11.....lb.                         | .12       |
| powdered, 5 lbs., .18.....lb.                         | .30       |
| Almonds, bitter, shelled.....lb.                      | .40       |
| Sweet, shelled.....lb.                                | .35       |
| Almond Meal, true, 10 lbs., .45.....lb.               | .50       |
| Alola, lb., .70.....oz.                               | 7-9       |
| Alpha-Eucaine.....oz.                                 | 2.50      |
| Alphosone.....oz.                                     | 4.50      |
| Asum, cryst., bbls., 24.....lb.                       | 2-4       |
| powdered, bbls., 34.....lb.                           | 6-8       |
| burnt, 10 lbs., .10.....lb.                           | 12-14     |
| Asiaticum, Acetate.....oz.                            | .15       |
| Sulphate, lb., 10; Wire.....lb.                       | 2.25      |
| Asiaticum.....oz.                                     | .50       |
| Amber, rasped.....lb.                                 | .35       |
| Ambergris, gray, oz., \$50.00.....dram.               | 4.00      |
| Ammonia (See Water and Spirit).....oz.                | .40       |
| Ammonium, Bromide, 5-lb. bot., .35.....lb.            | .40       |
| Carbonate, 25 lbs., .11.....lb.                       | 12-14     |
| Iodide, lbs., 6.15.....oz.                            | .47       |
| Muriate, gran. com.....lb.                            | .10       |
| purified, lb., 17; powdered.....lb.                   | .18       |
| Sal ammoniac, muriate, cryst.....lb.                  | 12-14     |
| Nitrate, crystals, 10 lbs., .22.....lb.               | .25       |
| Valerianate, lb., 1.50.....oz.                        | 15-22     |
| Ammonol.....oz.                                       | 1.05      |
| Amygdalin, 1-oz. vials.....oz.                        | 2.40      |
| Amyl, Nitrite.....oz.                                 | .25       |
| Amylene, Hydrate.....oz.                              | .40       |
| Anaesthesia.....oz.                                   | 1.00      |
| Aniline, Red, crystals.....lb.                        | 1.25      |
| Black.....lb.   | .75       |
| Crystals for Ink.....lb.                              | 1.50      |
| Blue, Deep, No. 1.....lb.                             | 2.00      |
| Sol., reddish, No. 1.....lb.                          | 2.50      |
| Crimson.....lb.                                       | 1.50      |
| Brown, Bismarck.....lb.                               | 1.25      |
| soluble.....lb.                                       | 1.00      |
| Green, crystals.....lb.                               | 1.50      |
| Purple, B. E.....lb.                                  | 1.75      |
| Scarlet.....lb. 1.50. Yellow.....lb.                  | 1.25      |
| Annatto.....oz.                                       | 45-50     |
| Anodyne, Hoffman's.....lb.                            | .60       |
| U. S. P.....lb.                                       | .85       |
| Anthrax Vaccine, "Pasteur," double tubes.....oz.      | 12.00     |
| Antiarthrin.....oz.                                   | 1.05      |
| Antikamnia, powdered or tablets.....oz.               | 1.00      |
| Combination tablets.....oz.                           | 1.00      |
| 10-oz. lots, assorted to order.....oz.                | 9.25      |
| Tablets, "vest-pocket boxes".....oz.                  | 1.75      |
| In 1 gross lots, 5 per cent. discount.....oz.         |           |
| Antinerv Sulphuret, powd., pure, 10 lbs., .16.....lb. | 17-20     |
| Antinervine.....oz.                                   | 2.10      |

|  |       |
|--|-------|
| Antiphthasin, Klebs', 15-Cc. vials, ea.....oz.                           | 2.75  |
| Antipyrine Liquid, Tilden's.....oz.                                      | 2.50  |
| Antipyrine, Dr. Knorr's.....oz.  | .31   |
| New Grade.....oz.  | .30   |
| Antistreptococci Serum (Veterinary), "Pasteur," 10-Cc. vial, doz.....oz. | 9.00  |
| Antitetanic Serum (Veterinary), "Pasteur," 10-Cc. vial, doz.....oz.      | 9.00  |
| Antithyroidin, 10-Cc. vials.....oz.                                      | 1.50  |
| Antitoxin, Diphtheria, Stearns'.....oz.                                  |       |
| No. 0, per 500 units.....oz.   | 1.10  |
| No. 1, per 1,000 units.....oz.   | 1.05  |
| No. 2, per 2,000 units.....oz.   | 1.80  |
| No. 3, per 3,000 units.....oz.   | 2.40  |
| No. 4, per 4,000 units.....oz.   | 6.50  |
| Antivom. Riser, Pilla, 30 ea.....oz.                                     | 9.50  |
| Apitol, Fluid Green.....oz.  | .35   |
| Capsules, Joret's.....oz.  | 6.25  |
| Apolysin.....oz.   | .65   |
| Apomorphine, Hydrochlor., Cryst.....oz.                                  | 7.50  |
| " " Amorphous.....oz.  | 2.50  |
| Areca, Nuts, powd.....lb.  | 25-28 |
| Argentamine.....oz.  | .75   |
| Argols, Red, powdered.....lb.  | .12   |
| Argonin.....oz.  | .65   |
| Aristol, 25 ozs., 1.65.....oz.   | 1.50  |
| Aristochin, ozs.....oz.  | 2.20  |
| " ".....oz.  | 2.25  |
| Arrowroot, Bermuda, true.....None in market                              |       |
| St. Vincent, 30 lbs., .14.....lb.  | .18   |
| Taylor's, 1-lb., 24 lbs., .23.....lb.                                    | .35   |
| Arsenazo, 1-oz. bot.....oz.  | 8.00  |
| Arsenic, Donovan's Sol.....lb.   | .30   |
| Fowler's Sol.....lb.   | .16   |
| Aspirin, 50 ozs., .35.....oz.  | .45   |
| Atropin, Sulph., 4-oz.....oz.  | 5.55  |
| Balsam, Copaliba, Para, 5 lbs., .45.....lb.                              | 47-50 |
| Fir, Canada.....lb.  | 50-55 |
| Oregon.....lb.   | 35-40 |
| Peru.....lb.   | 1.25  |
| Tolu, 10-lb. can, .32.....lb.  | .35   |
| Barbadoes Tar.....gal.   | .60   |
| Barium, Acetate.....oz.  | .15   |
| Carbonate.....lb.  | .40   |
| Chloride.....lb.   | .17   |
| Nitrate.....lb.  | .15   |
| Oxide, pure.....oz.  | .10   |
| Bark, Angostura.....lb.  | .55   |
| Barberry.....lb.   | .25   |
| Berberis Aquifol.....lb.   | .20   |
| Buckthorn.....lb.  | .18   |
| Canella.....lb.  | .20   |
| Cascar, Sagrada.....oz.  | 15-20 |
| Cascarilla, select.....oz.   | .25   |
| Cassia, in mats.....lb.  | .14   |
| Salmos.....lb.   | .65   |
| Cinchona, Red B. I., 10 lbs., .32.....lb.                                | 23-25 |
| powdered, 10 lbs., .32.....lb.   | .30   |
| Cinchona Calisaya.....lb.  | .40   |
| powdered.....lb.   | .40   |
| pale, lb., .20; powdered.....lb.   | .35   |
| Cinnamon, Ceylon.....lb.   | .25   |



## Anker's BOUILLON CAPSULES

Delicious BOUILLON OR  
BEEF TEA at a  
trifling cost per portion.

All the Customer has to do is to drop a Capsule in a cup of boiling water and serve.  
**STRENGTHENING—NOURISHING—STIMULATING.**

## A Profitable Article To Handle.

Other Anker Goods you should carry are:



Bouillon Cordial  
Bouillon Capsules  
Bouillon Liquid  
Beef, Iron and Wine  
Capsules for making Junkies

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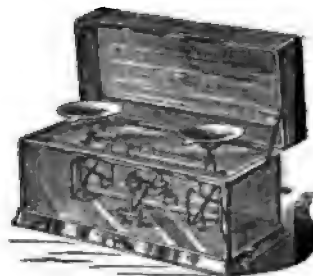


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Un Artículo Lucrativo para Vender.  
**ANKER'S BOUILLON CAPSULES.**  
"Bouillon" delicioso ó de te de vaca le cuesta menos de tres centavos la porción. Todo lo que es necesario es de poner una cápsula en una taza de agua hirviendo. Tienen nutrimento y fuerza.

**ROYAL SPECIALTY CO.** 32 Rode Street, New York

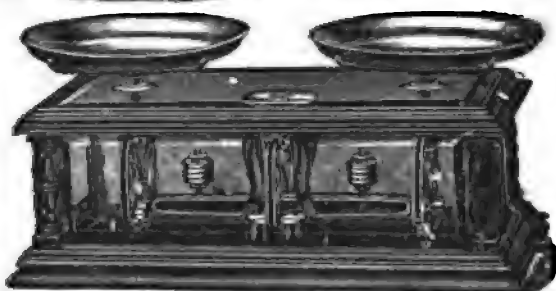
## LAS BALANZAS DE TORSIÓN



construidas según un sistema patentado, son las mejores balanzas que hay para pesar con exactitud. Como no tienen filo de ninguna clase nunca son inexactas.

**Siempre son sensibles y exactas.**

Se emplean en número enorme por los fabricantes, droguistas, especieros, etc. Solicítese nuestro Catálogo profusamente ilustrado.



Handsome Counter Scales, with any kind of Hard Wood Cases and Engraved Plate Glass. Sensitive to 2 grains. May be loaded to 50 pounds without damage. Pans 9 inches in diameter.

**STYLE 251.—Oak Case..... Price, \$35.00**  
**STYLE 252.—Mahogany Case..... " 35.00**

Hermosas Balanzas para Mostrador con cualquiera clase de caja de Madera Dura y BORNE DE CRISTAL ENGROBADO. Son sensibles hasta 2 granos. Pueden cargarse con 50 libras de peso sin daño. Platos de 9 pulgadas de diámetro.

**ESTILO 251.—Caja de Eble..... Precio, \$35.00, oro.**  
**ESTILO 252.—Caja de Caoba..... " 35.00, oro.**

**THE TORSIÓN BALANCE CO.**

92 Rode Street,

Nueva York, E. U. A.



|  |   |  |
|--|---|--|
| Mark, Condurango.....lb. .25                       | Breast Tea, 5 lbs., .25.....lb. .27-30                | Colchicine, cryst., 15-gr. vials...grain. .14        |
| Elm, selected.....lb. .30-35                       | Brimstone Roll, bbl., .24.....lb. .4-5                | Collodion.....lb. .77                                |
| ground, 10 lbs., .18.....lb. .22                   | Bromine.....oz. .19                                   | Cantharidal.....lb. 2.00                             |
| powdered, 10 lbs., .22.....lb. .25                 | Bromoform.....oz. .19                                 | Flexible.....lb. .77                                 |
| Hamlock, crushed.....lb. .15                       | Buds, Balm of Gilead.....lb. .45                      | Colocynth Apple.....lb. .54                          |
| Messacon.....lb. .25                               | Cassia.....lb. .30                                    | powdered.....lb. .60                                 |
| Oak, white, crushed.....lb. .15                    | Butter, Cacao, 12 lbs., .38.....lb. .40-42            | Composition Powder, 2 ozs.....lb. .30                |
| Orange Peel, bitter.....lb. .16                    | Butylchloral.....oz. .35                              | Confection, Senna.....lb. .40                        |
| Prickly Ash.....lb. .35                            | Cadmium, Bromide.....oz. .17                          | Copper, Sulph., bbl., .6.....lb. .7-8                |
| Quebracho.....lb. .25                              | Iodide.....oz. .36                                    | Iodide.....oz. .60                                   |
| Sassafras, 10 lbs., .18.....lb. .20                | Caffeine, lb., 3.40.....oz. .29-31                    | Copperas, bbl., .1.....lb. .2-3                      |
| Sassafras, Extra.....lb. .22-25                    | Bromide.....oz. .33                                   | Corrosive Sublimite, 10 lbs., 80.....lb. .98         |
| Simaruba.....lb. .40-45                            | Citrate, U. S. F., lb., 2.50.....oz. .21-23           | powdered, 10 lbs., 50.....lb. .98                    |
| Soap (Quilla), cut, 5 lbs., .11.....lb. .12        | Valerianate.....oz. .35                               | Coumarin, Cryst., Fries Bros., lb., 7.00.....oz. .40 |
| powdered.....lb. .15                               | Calamine.....lb. .10-12                               | Cowhage.....oz. .40                                  |
| Wild Cherry, 5 lbs., .12.....lb. .14               | Calcium, Carb., precip.....lb. .8-10                  | Cream Tartar, 90 p. c., powdered, 50                 |
| ground, 5 lbs., .14.....lb. .20                    | Glycerophosphate.....oz. .35-50                       | lbs., .26; 17 lbs., .27.....lb. .23-30               |
| Witch Hazel.....lb. .20                            | tablets, boxes, 50 5-gr.....oz. .30                   | Creolin, lbs.....dos. 8.00                           |
| Barley, Pearl.....lb. .5-6                         | Hypophosphite, lb., .85.....oz. .10-14                | Creosote, Beechwood Tar.....lb. 1.00-2.50            |
| Bay Rum, Porto Rico.....gal. 2.00-2.50             | Iodide.....oz. .43                                    | Carbonate, lbs., 9.00.....oz. .60                    |
| St. Thomas.....gal. 2.50-3.00                      | Lactophosphate.....oz. .12-15                         | Phosphite, lb., 10.00.....oz. 1.00                   |
| Bean, Calabar.....lb. .30                          | Phosphate, precip.....lb. .17-19                      | Crurin Kalle, 25 grms.....each. 1.50                 |
| St. Ignatius.....lb. .30                           | Sulphide.....lb. .28                                  | Cystogen, powdered ozs.....oz. 1.00                  |
| Tonka, Angostura.....lb. .75-85                    | Sulphide.....lb. .90-95                               | powdered, 8 ozs.....pkg. 4.00                        |
| Surinam.....lb. .60                                | Calomel, 10 lbs., .85.....lb. .21                     | 5-gr. tablets, ozs.....oz. 1.10                      |
| Vanilla, Mexican, long.....lb. 8.50                | Camphor, Monobromated, lbs., 1.50.....oz. .21         | 8 ozs.....ozg. 3.00                                  |
| med.....lb. 7.50                                   | Cantharides, Russian.....lb. 1.50-1.75                | 25's.....dos. 4.00                                   |
| short.....lb. 7.00                                 | Cantharidal Vesicant, ozs.....dos. 2.50               | Aperient.....dos. 8.00                               |
| Bourbon, long.....lb. 6.50                         | Cantharidin.....grain. .13                            | Cumarine, lb., 4.50.....oz. .40                      |
| med.....lb. 5.50                                   | Capsicum, African.....lb. .19-21                      | Curie Powder.....lb. 1.00                            |
| short.....lb. 4.50                                 | powdered, 5 lbs., .23.....lb. .23-28                  | Cuttle-Fish Bone, select.....lb. .50-50              |
| Benzol, Coal Tar.....lb. .24                       | Caroid, powder form.....oz. .125                      | Dermatol, oz., .22.....lb. 2.50                      |
| Benzosol.....oz. 1.25                              | and Soda Tablets, 150s.....bot. .67                   | Dextrin, bag, 7.....lb. 1.10                         |
| Berberine, Carb.....oz. 5.00                       | Carbon, Disulphide.....lb. .11                        | Diabetin.....lb. 1.30                                |
| Hydrochlor.....oz. 1.80                            | Carbimide, No. 40, lb., 4.25-4.50.....oz. .30-35      | Digalen, 1-oz. vial.....oz. 1.00                     |
| Berries, Cubeb, lb., .16; powdered.....lb. .23-25  | Castor, Fiber, ozs., 1.25; powdered.....oz. 1.25-1.50 | Digitalin, 1 ozs.....oz. 7.00                        |
| Fish.....lb. .12                                   | Cerium, Oxalate, lb., .45.....oz. .7                  | Diuretin.....oz. 1.75                                |
| Juniper.....lb. .6-8                               | Chalk, French, powdered.....lb. .10                   | Dover's Powder, 10 lbs., 1.10.....lb. 1.15           |
| powdered.....lb. .15                               | precip., Thomas' Eng., 7-lb. bag.....lb. .9           | Dragon's Blood, reeds.....lb. .60                    |
| Poke.....lb. .20                                   | prepared, Thomas' Eng., 8-lb., white, box.....oz. .65 | extra powdered.....lb. 1.50                          |
| Prickly Ash.....lb. .25-35                         | prepared, Thomas' Eng., 8-lb., pink, box.....oz. .7   | Duotal.....lb. .6-8                                  |
| Sumac.....lb. .20                                  | Charcoal, Animal, powd.....lb. .10                    | Earth, Fallers, po., 25 lbs., .6.....lb. .70         |
| Beta-Eucaine.....oz. 2.50                          | Willow, powd.....lb. .14                              | Eke-Iodoform.....oz. .70                             |
| Bismuth, Ammonia Citrate, lb., 2.50.....oz. .28    | Chloral Hydrate, 5 lbs., 1.10.....lb. 1.15-1.25       | Elaterium.....oz. .70                                |
| Subcarbonate.....lb. 2.35                          | Croton.....oz. .35                                    | Emulsol, per dos., 2 ozs.....pt. 6.00                |
| Subnitrate, 5 lbs., 2.50.....lb. 2.85              | Chloralamid, 25 pgs., 70.....pkg. .80                 | Elixir Iodo-Bromide of Calcium                       |
| Subgallate, lb., 2.95.....oz. .25-28               | Chloroform, Purified, 5 lbs., .38.....lb. .40         | Comp., Tilden's.....pt. .33                          |
| Subsalicylate, lb., 3.80.....oz. .26-28            | Commercial, 5 lbs., .33.....lb. .35                   | Empyroform.....oz. .65                               |
| Blacklegline, "Pasteur," (Blackleg                 | Cinchonidine, Salicylate.....oz. .45                  | Eosote (Creosote Valerianate).....oz. .67            |
| Vaccine, cord form), No. 1, 10                     | Sulphate, 5-oz. cans, 27.....oz. .32                  | Episcarin.....oz. .50                                |
| dosas.....dos. 12.00                               | Cinchonine, Sulphate.....oz. .12-17                   | Epsom Salts, bbl., 13.....lb. .2-3                   |
| Blacklegline, "Pasteur," (Blackleg                 | Cinnabar.....lb. 1.50                                 | Ergotine, Bonjeans, lb., 5.50.....oz. .20            |
| Vaccine, cord form), No. 2, 20                     | Civetite.....oz. 2.50                                 | Ergot, Spanish.....lb. .65                           |
| dosas.....dos. 30.00                               | Clay, China, lb., 8; powdered.....lb. .10             | powdered.....lb. .65                                 |
| Blacklegline, "Pasteur," (Blackleg                 | Cloves, 10 lbs., .16.....lb. .18                      | Russian, lb., .43; powdered.....lb. .55              |
| Vaccine, cord form), No. 3, 50                     | powdered, 5 lbs., .20.....lb. .24                     | Eserine.....grain. .20                               |
| dosas.....dos. 48.00                               | Cobalt, Carbonate.....oz. .85                         | Sulphate, 5-gr. v.....grain. .17                     |
| Blackleg Vaccine, "Pasteur," pow-                  | Chloride.....oz. .30                                  | Salicylate, 5-gr. v., 1 and 1 lb.....1.00-1.25       |
| der packet.....dos. 12.00                          | Nitrate, oz., 25; powdered.....oz. .25                | Sulphuric, 1890, lb., .68; washed.....lb. .78        |
| Bladder Wrack.....lb. .25                          | Cocaine, Hydrochlorate, Cryst.....oz. 3.50-3.75       | Concent. 1890.....lb. .78                            |
| Blue Vitriol, bbl., 54; 100 lbs., .6.....lb. .8-10 | Alkaloid.....oz. 4.05-4.30                            | Acetic.....lb. .50                                   |
| powdered, 50 lbs., .10.....lb. .12                 | Oleate, 5 per cent.....oz. 1.00-1.15                  | Ethiops Mineral.....lb. .70                          |
| Bole, Armenia, powdered, tras.....lb. .12          | Cochineal, Honduras.....lb. .55                       | Ethyl, Bromide, 1-oz. bot. or tube.....oz. .20-23    |
| Bone Ash.....lb. .15                               | powdered.....lb. .60                                  | Iodide.....oz. .84                                   |
| Borax, 100 lbs., .84.....lb. .9-12                 | Codeine, Pure Alkaloid, ozs.....oz. 2.65-2.80         | Eucaine, Hydrochlor, 1/2 oz., 3.60; 1/4 oz., 2.50    |
| powdered, 50 lbs., .84.....lb. .9-12               | Sulphate, ozs.....oz. 3.25-3.40                       |  |



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|--|-------|--|---------|---|-----------|
| Heroin, 15-gr. vials, ea., 25.....oz.                              | 4.85  | Jerquertol Serum, 4 tubes in box.....ea.                   | 7.50    | Leaf, Sassafras.....lb.                   | .30       |
| Hippol, Crystalline.....oz.  | 1.50  | Jecoria Tablets, 12's.....dos.                             | 4.00    | Strawberry Leaves.....lb.                 | .30       |
| Tab., 7½ gr. ea.....box  | .65   | Jewelers' Rouge.....lb.                                    | .75     | Uva Ursi.....lb.                          | .12       |
| Hydrocyanate of Iron, Tilden's.....oz.                             | .80   | Juice, Dandelion, Eng.....lb.                              | 1.40    | Witch Hazel.....lb.                       | .35       |
| Honey.....lb.  | 12-15 | Juniper, Germ.....lb.                                      | .25-30  | Leeches, Swedish, per 100, 4.00.....dos.  | .50       |
| Hops, fresh, 1904, bulk, 35.....lb.                                | 40-42 | Lease.....gal.   | 90-1.00 | Liquorice, P. S.....lb.                   | .30-32    |
| pressed, 1, ½ and lbs.....lb.                                      | 40-42 | Junket Tablets (10c. shw), 3 dos.....dos.                  | .80     | Origano.....lb.                           | .30       |
| pressed, 1.....lb.   | .45   | Kamaia, purified, powdered.....lb.                         | 1.50    | Y. & S, 5-lb. boxes.....lb.               | .35       |
| Holocain, 1-gramme vials, 35; 5-gramme vials, 1.50.....1-oz. vials | 7.00  | No. 2 powdered.....lb.                                     | .65     | Lime, Chlorinated, bulk, bbls., 3.....lb. | .5        |
| Hematropine, Hydrobrom., 5, 10 and 15 vials.....grain              | 35-40 | Kaolin.....lb.   | .08     | 1-lb. tins.....lb.                        | .30       |
| Hydrastine, Alkaloid.....oz.                                       | 6.25  | Kelema, automatic, 1.10.....lb.                            | 50-1.00 | Litharge.....lb.                          | 10-12     |
| Hydrogen Dioxide.....lb.   | 35-50 | Kermes Mineral.....lb.                                     | 1.10    | Lithium, Bromide.....oz.                  | .25       |
| Hydroquinone.....oz.   | .15   | Kola Nut lb., 25; powdered.....lb.                         | .85     | Carbonate.....lb.                         | 1.75-2.00 |
| Hycocamine, Alkaloid, 5, 10, 15 gr. vials.....grain                | .40   | Lactamin.....oz.   | 1.00    | Citrate.....lb.                           | 1.25      |
| Hydrobromate, 5, 10, 15 gr. vials.....grain                        | .30   | Lactophenin, powd. or tab., 25 oz.....oz.                  | 1.00    | Glycerio-Phosph.....oz.                   | .74       |
| Sulphate, pure Amorph., 5, 10, 15 gr. vials.....grain              | .25   | Laeto-Sematox, 2-oz. tins.....dos.                         | 10.50   | Iodide.....lb.                            | .41       |
| Hypnal, Hoechst.....oz.  | 1.15  | 1-lb.....lb.   | 6.75    | Salicylate.....oz.                        | .15       |
| Iatrol.....oz.   | .95   | 1-lb.....lb.   | 6.50    | Litmus.....lb.                            | .40       |
| Iodithyol, lb., 4.00.....oz.                                       | .52   | Lactucarium, lbs., 4.00.....oz.                            | .40     | Losopham.....oz.                          | 1.80      |
| Iodigol, Madras.....lb.  | .75   | Laminoids.....dos.   | 8.00    | Lunar Caustic, pure, 7.50.....oz.         | .65-1     |
| Iodine.....lb.   | .75   | Lanikol, 1-oz. jars, dos., 2.50; 4-oz., dos., 9.50.....lb. | 2.50    | in cones.....oz.                          | .60-65    |
| Manila.....lb.   | .45   | Lanolin, Liebrich (Wool Fat), 10 lbs., 70.....lb.          | .75     | Lupulin, American.....lb.                 | .65       |
| Sulphate comp., 9-lb. bot.....lb.                                  | .20   | Lanoline Parfume, B. J. D.....lb.                          | .40     | German.....lb.                            | .50       |
| Paste.....lb.  | .20   | Lead, Acetate, White.....lb.                               | 12-14   | Lycetol, 10 oz., 2.80.....oz.             | 4.50      |
| Insect Powder, pure, bbls., 35; 50 lbs., 35; 25 lbs., 36.....lb.   | 36-42 | Carbonate.....lb.  | .12     | Lycopodium, Polita, 10 lbs., 75.....lb.   | 80-85     |
| W. & B., bbls., 20; bags, 50 lbs., 20; drums, 25 lbs., 21.....lb.  | .25   | Iodide.....lb.   | .25     | Lysol.....oz.                             | 1.70      |
| Iodine, lb., 5.00.....oz.  | 35-42 | Subacetate, Sol.....lb.                                    | .16     | Mace.....lb.                              | .70       |
| Iodoform, lb., 5.50.....oz.  | .41   | Leaf, Aconite.....lb.                                      | .30     | Magnesia, Calcined.....lb.                | 70-75     |
| Iodol.....oz.  | 1.25  | Eng., 1-lb. cans only.....lb.                              | 1.10    | heavy.....lb.                             | 75-85     |
| Iodopyrine.....oz.   | 1.40  | Arbor Vitae.....lb.  | .30     | Magnesium, carbonate, 4 lbs.....lb.       | 20-30     |
| Iodothyryne, ozs., 8.40; ½-oz., 8.65; ¼-oz., 8.90.....lb.          | .45   | Bay.....lb.  | .12     | 2 oz.....lb.                              | 22-32     |
| Iren, by Hydrogen, gray, U. S. P.....oz.                           | .35   | Beladonna.....lb.  | .25     | S. S.....lb.                              | 55-70     |
| Benzoate.....oz.   | 5.00  | Eng., 1-lb. cans only.....lb.                              | 1.20    | Citrate, gran.....lb.                     | 50-75     |
| Caedylate.....oz.  | .50   | Blackberry.....lb.   | .20     | Sulph. (Epsom Salts), bbls., 67½.....lb.  | 2-4       |
| Carbonate precip., lb., 18; sack.....lb.                           | .30   | Blessed Thistle, ozs.....lb.                               | .27     | Maltopapsine, Tilden's.....pt.            | .65       |
| Vallet's.....lb.   | .30   | Borage, ozs.....lb.  | .35     | Manganauro, 1-oz. bots.....oz.            | 5-12      |
| Chloride.....lb.   | .35   | Butternut.....lb.  | .15     | Manganese, Black Oxide.....lb.            | .1        |
| Sol., U. S. P.....lb.  | .14   | Buchu, long, lb., 60; short.....lb.                        | .25     | Hypophosphite, oz., 20; sulphate.....oz.  | .60-70    |
| Tinct., U. S. P.....lb.  | .35   | Castor Oil.....lb.   | .30     | Manna, large flake.....lb.                | .35       |
| Oitrate, U. S. P.....lb.   | .50   | Cherry Laurel.....lb.                                      | .40     | small flake, 5 lbs., 40.....lb.           | .35       |
| and Ammonium.....lb.   | .56   | Chestnut.....lb.   | .23     | Mannite.....bbl.                          | 1.50      |
| and Quinase, lbs., 1.00.....oz.                                    | 10-22 | Coca, Huano, lb., 40; Truxide.....lb.                      | .32     | Marble Dust.....oz.                       | 1.25      |
| Diluted, Solution.....lb.  | .35   | Coltsfoot, ozs.....lb.                                     | .25     | Marelin.....oz.                           | 25-35     |
| Glycerophosphate.....oz.   | .40   | Conium, lb.....lb.   | .16     | Menthol, lbs., 2.75.....oz.               | 8.60      |
| tablets, boxes, 50 5-gr.....oz.                                    | .40   | Damiana.....lb.  | .30     | Mercauro, 1-oz. bots.....dos.             | 72-73     |
| Iodide, oz., 45; syrup of.....lb.                                  | .45   | Digitalis.....lb.  | .25     | Mercury, 5 lbs., 70.....lb.               | .85       |
| Lactate.....oz.  | .7    | Eng., 1-lb. cans only.....lb.                              | .85     | Colloidal.....oz.                         | 1.10      |
| Permtrate, Solution.....lb.  | .35   | Eucalyptus.....lb.   | .15     | Ammon.....lb.                             | .75       |
| Pyrophosphate, Soluble.....lb.                                     | .51   | Fern, sweet, ozs.....lb.                                   | .22     | Bisulphate.....lb.                        | .35       |
| Phosphate, scales, U. S. P.....lb.                                 | .51   | Foxglove, ozs.....lb.                                      | .30     | Chloride, Corrosive, 10 lbs., 50.....lb.  | .50       |
| Subsulphate (Monel's).....lb.                                      | .32   | Hycocamus.....lb.  | .25     | Chloride, powdered, 10 lbs., 50.....lb.   | .50       |
| Solution (Monel's).....lb.   | .15   | Am., 1-lb. cans only.....lb.                               | 1.00    | Calomel, 10 lbs., 90.....lb.              | .50       |
| Sulphate, pure.....lb.   | .6    | Eng. Biennial, 1-lb. bots. only.....lb.                    | 3.00    | with Chalk.....oz.                        | .37       |
| exsiccated.....lb.   | .15   | German, bulk.....lb.                                       | .25     | Iodide, Proto, lbs., 3.95.....oz.         | 1.10      |
| and Potass, Tartrate.....lb.                                       | .48   | Jaborandi, true.....lb.                                    | .34     | Biniodide, lbs., 2.70.....lb.             | .37       |
| and Ammonium Tartrate.....lb.                                      | .62   | Laurel, true.....lb.                                       | .15     | Oxide, Red.....lb.                        | 1.10      |
| Isoarol, lb., 4.10.....ozs.  | 30-35 | Matco.....lb.  | .35     | Pill (Blue Mass).....lb.                  | .47       |
| Isoinglass, American.....lb.                                       | .90   | Patchouli.....lb.  | .60     | powdered.....lb.                          | .57       |
| Russian, true, Beluga.....lb.                                      | 4.35  | Raspberry, ozs.....lb.                                     | .25     | Herring's English.....lb.                 | 1.35      |
|  |       | Senna, Alexandria.....lb.                                  | 25-35   | Red Precipitate.....lb.                   | 1.05      |
|  |       | Tinnivally.....lb.   | 15-20   | White Precipitate.....lb.                 | 1.10      |
|  |       | India.....lb.  | .15     | powdered.....lb.                          | 1.15      |
|  |       |  |         | Mesotam-Bayer.....oz.                     | .47       |
|  |       |  |         | Methyl, Acetate.....oz.                   | .45       |
|  |       |  |         | Bichloride.....oz.                        | .65       |

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| Methyl. Iodide.....lb.                                 | 1.00        |
| Oxide.....oz.  | .50         |
| Sulphate.....lb.                                       | .50-60      |
| Methylene, Bichloride.....oz.                          | .65         |
| Migraimim, oz. tins.....oz.                            | 1.50        |
| Milk Sugar, powdered, 10 lbs., 20.....lb.              | 21-22       |
| Morphine, Acetate.....oz.                              | 2.80        |
| Muriate, lb.....oz.                                    | 2.80        |
| Sulphate, is. P. & W., ozs.....oz.                     | 2.50-2.60   |
| 2 1/2 oz. cartons (25 ozs., 2.45).....oz.              | 2.55        |
| Moss, Iceland, lb., 12; Irish.....oz.                  | 15-22       |
| Musk, Tonquin, Pods.....oz.                            | 14.00-20.00 |
| gms.....oz.  | 22.00-24.00 |
| Nallitza.....lb.                                       | 2.00        |
| Naphtha, Wood.....lb.                                  | .24         |
| Wood, 55 p. c. bbls., 75.....gal.                      | 80-90       |
| Naphthaline, balls, 50 lbs., 3 1/2.....lb.             | 4-5         |
| cubes and squares.....lb.                              | 4-8         |
| Naphthalol.....oz.                                     | .18         |
| Narcotine.....oz.                                      | 4.50        |
| Nephretic, Tilden's.....oz.                            | .22         |
| Nickel, Bromide.....oz.                                | .80         |
| Carbonate.....oz.                                      | .25         |
| Chloride.....oz.                                       | .80         |
| Metallic.....oz.                                       | .25         |
| Nitrate.....oz.  | .18         |
| Oxide, pure.....oz.                                    | .75         |
| Sulphate.....oz.                                       | .10         |
| Nirvania.....oz.                                       | 3.50        |
| Nitroglycerin, 1 per cent. Solution, lb., 1.10.....oz. | .12         |
| Nosophen.....oz.                                       | 4.50        |
| Nutrolactin.....oz.                                    | 10.00       |
| Nutgalls, lb., 30; powdered.....lb.                    | .40         |
| Nutmegs.....lb.  | 35-40       |
| Nutrose, 1 lb., 4.00; 1 lb., 3.75.....lb.              | 8-35        |
| Nux Vomica.....lb.                                     | 8-10        |
| Powdered, pure.....lb.                                 | 20-25       |
| Oakum, bales 50 lbs., .08.....lb.                      | .12         |
| Oatmeal.....lb.  | .6          |
| Oil, Almond, Bitter, lbs., 6.50.....oz.                | .55         |
| Sweet, True, 5 lbs., 42.....lb.                        | 45-50       |
| Amber, crude.....lb.                                   | .25         |
| rect.....lb.   | .40         |
| Anise.....lb.  | 1.25-1.35   |
| Bay, American, bot. 22 ozs., 3.75.....oz.              | .35         |
| West Indies, bot. 22 ozs., 8.50.....oz.                | .50         |
| Benne.....gal.   | 1.00        |
| Bergamot.....lb.                                       | 2.05        |
| Bergamot, 5-lb. cans.....lb.                           | 2.80        |
| Sanderson's.....lb.                                    | 2.80        |
| Black Pepper.....lb.                                   | .75         |
| Cade.....lb.   | .30         |
| Cajuput.....lb.  | 75-85       |
| Capelcum.....oz.                                       | 1.75        |
| Caraway.....lb.  | 1.00-1.10   |
| Canada.....lb.   | 14-15       |
| Castor, 40-lb. can, 124.....lb.                        | 90-95       |
| Cedar Leaves, Amer.....lb.                             | 2.50        |
| Chaulmoogra.....lb.                                    | 1.10        |
| Cinnamon, Ceylon, lb., 15.00.....oz.                   | .60-85      |
| Citronella.....lb.                                     | 1.00-1.10   |
| Clove, 5 lbs., .95.....lb.                             |             |

|   |           |
|---|-----------|
| Oil, Coconut, Refined, 10 lbs., 18.....lb.          | .22       |
| Codliver, N. F., kgs., 27.00 to 28.00 ea.....gal.   | 1.25-1.35 |
| Norwegian, bbls., 30 gals., 29.00 to 31.00.....gal. | 1.15-1.25 |
| Copaba.....lb.                                      | 1.10      |
| Cottonseed.....gal.                                 | .45-55    |
| Croton.....lb.                                      | 1.20      |
| Croton, Eng.....lb.                                 | 1.75      |
| Cubeb, Amer.....lb.                                 | 1.15      |
| Cumin, lb., 4.50.....oz.                            | .35       |
| Eucalyptus, Australian.....lb.                      | 1.25      |
| Fennel.....lb.                                      | .90       |
| Gessalium, Turkish.....lb.                          | 4.50      |
| French.....lb.                                      | 8.00      |
| Prepared.....lb.                                    | 16.00     |
| Juniper Berries.....lb.                             | 1.50      |
| Wood.....lb.  | .90       |
| Lard, No. 1.....gal.                                | .90       |
| Lavender Flowers.....lb.                            | 2.50      |
| Oil, lb.....lb.                                     | 2.75      |
| Garden.....lb.                                      | 1.10      |
| Lemon.....lb.                                       | 90-1.00   |
| 1-lb. copper cans.....lb.                           | 1.10      |
| Sanderson's.....lb.                                 | 1.25      |
| Lemongrass.....lb.                                  | 8.75      |
| Linseed, Balled, by bbl., .60.....gal.              | 65-75     |
| Linseed, Raw, by bbl., .58.....gal.                 | 63-70     |
| Mustard, Expressed.....gal.                         | .75       |
| Mustard, Essential, lb., 6.50.....oz.               | 45-50     |
| Neatsfoot.....oz.                                   | .90       |
| Neroli, Bigarade.....oz.                            | 8.50      |
| Chirs.....oz.                                       | 3.75      |
| Petale.....oz.                                      | 4.00      |
| Oil, Malaga.....gal.                                | .75       |
| Fine Salad, 2-gal. cans, 2.50.....gal.              | 2.75      |
| Orange, Bitter.....lb.                              | 3.20      |
| Sweet.....lb.                                       | 2.35      |
| 1-lb. copper cans.....lb.                           | 2.40      |
| Origanum, pure.....lb.                              | 25-1.10   |
| Palis.....lb.                                       | .20       |
| Patchouli, lb., 7.50.....oz.                        | .65       |
| Pennyroyal, 5 lbs., 1.50.....lb.                    | 1.80      |
| Peppermint.....lb.                                  | 2.85-3.00 |
| Hotchkiss.....lb.                                   | 3.35-3.50 |
| Redistilled.....lb.                                 | 4.00-4.25 |
| Petroleum, crude.....gal.                           | .25       |
| Lubricating, gal., 20; Refined.....gal.             | .12       |
| Pimento, lb., 2.90.....oz.                          | .25       |
| Rhodium, true, lb., 8.00.....oz.                    | .75       |
| Rose, Kasanlik.....oz.                              | 4.50-5.00 |
| Rosa Papayensis.....oz.                             | 6.00      |
| Rosemary, Sperm.....oz.                             | 1.50      |
| Trieste.....lb.                                     | .90       |
| Rue, lb., 3.00.....oz.                              | .30       |
| Salad Union.....gal.                                | 50-55     |
| Sandalwood, W. I., lb., 3.00; Engl.....lb.          | 5.50      |
| Sassafras.....lb.                                   | .75       |
| Savin.....lb.                                       | 1.40      |
| Spearmint, lb., 5.50; H. G. H.....lb.               | 5.75      |
| Sperm, Winter, Blea.....gal.                        | 1.00      |

|   |           |
|---|-----------|
| Oil, Spruce.....lb.   | .60       |
| Tansy.....lb.   | 4.00-4.50 |
| Thyme, White.....lb.  | 1.25      |
| Turpentine.....gal.   | .75       |
| Valerian.....oz.  | .65       |
| Verberna, true.....oz.  | .50       |
| White.....gal.  | .75       |
| Wintergreen, Betula.....lb.   | 2.85-2.25 |
| Wintergreen, Synthetic, Fries Bros.....lb.  | .75       |
| Wintergreen, true.....lb.   | 3.25-3.50 |
| Wormseed.....lb.  | 8.50      |
| Wormwood.....lb.  | 4.00-4.50 |
| Ointment, Mercurial, 1 M.....oz.  | .48       |
| 1-3 M.....oz.   | .40       |
| Citrus.....oz.  | .46       |
| Oleate, Mercury, 30 p. c., No. 3.00.....oz.   | .25       |
| Morphine, 5 p. c.....oz.  | .48       |
| Zinc, powd., lb., 2.50.....oz.  | .25       |
| Opium (See Gum).....oz.   | .80       |
| Orphee.....oz.  | .80       |
| Orthoform, 1-oz. vials.....oz.  | 1.40      |
| Hydrochlorate.....oz.   | 1.80      |
| Pancreatin, ozs., 50.....lb.  | 6.50      |
| Papain, purified.....oz.  | 1.00      |
| Papoid.....oz.  | 1.00      |
| Paraffine.....lb.   | 10-12     |
| Paraformaldehyde, Tablets, Fries Bros., lb., 2.50.....oz.   | .25       |
| Paris Green, 125-lb. kgs.....lb.  | .90       |
| 14-lb. kts., 1 and 3 lb.....lb.   | .20       |
| 1-lb. lb., 50; 1-lb.....lb.   | .22       |
| Pastilles, Black Fumigating.....lb.   | .25       |
| Red Fumigating.....lb.  | .40       |
| Paraform.....oz.  | .85       |
| Paraldehyde, 1-lb. bbs.....lb.  | 1.50      |
| Pellotine, Mariata, 1 and 3 g. vials.....oz.  | .35       |
| Pental, 10-gramme vials.....each  | .75       |
| Pepper, Black, lb., 18-20; powdered, lb.....lb.   | 23-25     |
| White, lb., 25; powdered.....lb.  | .80       |
| Pepsin, Saccharated, lb., 1.00.....oz.  | .13       |
| Pure, Armour's, lb., 4.50.....oz.   | .50       |
| Peronin, 1-gramme vials.....each  | 1.00      |
| Phenacetin (25 ozs., .95).....oz.   | 1.00      |
| Pheno-Bromate, tablets or powder (10 ozs., 100 10 p. c.; 25 ozs., 100 10 p. c. and 5 p. c.).....oz. | 1.00      |
| Phenocoll, Hydrochloride, 25 grammes vial.....vial  | 1.50      |
| Phosphorus.....lb.  | 1.00      |
| Phosphotal, lb., 10.00.....oz.  | 1.00      |
| Pilocarpine, Muriate, 5, 10 and 15 g vials.....gram   | .6        |
| Piperazine, pure, 10 ozs., 2.80.....oz.   | 4.25      |
| in tubes, Schering's, 10 grammes, tube.....tube   | 1.50      |
| Piperin.....oz.   | .63       |
| Pitch, Black.....lb.  | .6        |
| Burgundy.....lb.  | 3-5       |
| Pixine, 2-oz. jars.....oz.  | 2.00      |
| 1-lb. jars.....oz.  | 10.00     |
| Veternary, 2-oz. tins.....oz.   | 2.00      |
| 3-oz. tins.....oz.  | 4.00      |

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|---|-----------|---|-----------|--|-----------|
| Plaster, Calcined, bbl., 2.00.....lb.       | 2-4       | Root, Burdock, crushed.....lb.                  | .30       | Root, Stilllingia, lb., 18; powdered.....lb.                                   | .25       |
| Dental.....bbl.                             | 2.50      | Calamus, Sliced, White.....lb.                  | .40       | Uncaria.....lb.  | .40       |
| Adhesive.....yd.                            | 15-20     | Calumba.....lb.                                 | .30       | Valerian, English, lb., 42; German.....lb.                                     | .30       |
| Belladonna.....lb.                          | 1.25      | Canada Snake.....lb.                            | .35       | Virginia Snake.....lb.   | .35       |
| Galbanum, U. S.....lb.                      | .60       | Cobosh, Black.....lb.                           | .15       | Yellow Dock.....lb.  | .22       |
| Lead.....lb.                                | .35       | Colchicum, lb., 25; powdered.....lb.            | .40       | Zedoary, pure.....lb.  | .18       |
| Mercury, U. S. P.....lb.                    | 1.00      | Coltsfoot.....lb.                               | .40       |  |           |
| Pellatrin-Dunbar (liquid or powder).....oz. | 1.75      | Comfrey, crushed.....lb.                        | .20       | Rum, Bay, imported, 1 bbls., 2.00; 10 gals., 2.15; 5 gals., 2.25.....gal.      | 2.35-2.50 |
| Peppery Heads.....lb.                       | 15-40     | Cucuma.....lb.                                  | 1.75-2.25 | Bay, essence.....lb.   | 2.00      |
| Potassa, Caustic White.....lb.              | 8-12      | Dandelion, cut, 5 lbs., 17.....lb.              | .15       | Saccharin, lb., 4.50.....1-oz. tin   | .35       |
| Potassium, Acetate, bot. inc.....lb.        | .28       | Dwarf Elder, os.....lb.                         | .22       | Salacetol.....oz.  | .23       |
| Potassium, lb., 14; Bichromate.....lb.      | .36-40    | Elecampane, 5 lbs., 18.....lb.                  | .20       | Salicin, lb., 4.50.....oz.   | .35       |
| Bicarbonate, lb., 14; Bichromate.....lb.    | .14       | Fern, Male.....lb.                              | .22       | Salipyrin.....oz.  | .30       |
| Bromide, 5 box, 28.....lb.                  | .30-32    | Galangal, 5 lbs., 12.....lb.                    | .14       | Tablet.....oz.   | .30       |
| Carbonate.....lb.                           | .12       | Gelsemium.....lb.                               | .20       | Salol, lb., 1.20.....oz.   | .14       |
| Chlorate, Eng., lb., 12; powdered.....lb.   | .15       | Gentian, 10 lbs., 9.....lb.                     | .12       | Salophen, 25 ozs., .35.....oz.   | 1.00      |
| Citrate.....lb.                             | .47       | ground, 5 lbs., 12.....lb.                      | .15       | Salosamine.....oz.   | 1.25      |
| Cyanide, Fd.....lb.                         | .45       | powd., 5 lbs., 15.....lb.                       | .16       | Salicylate.....oz.   | 1.25      |
| Glycerophosphate.....oz.                    | .35       | Ginger, African.....lb.                         | .14       | Sanose.....oz.   | .35       |
| Hypophosphite, lbs., 30.....oz.             | .10       | powd., 5 lbs., 18.....lb.                       | .20       | Santonin, lb., 10.50-10.70.....oz.   | .75-76    |
| Iodide, 5 lbs., 8.25.....lb.                | 3.35-3.50 | Jamaica, Bleached, 5 lbs., 18.....lb.           | .30       | Saola, Tilden's.....pt.  | .24       |
| Nitrate, Gran.....lb.                       | .10       | Bl., powd., 5 lbs., 27.....lb.                  | .30       | "Save-the-Horse" Spavin Cure (45.00).....oz.                                   | 45.00     |
| Permanganate.....lb.                        | .18-20    | Unbleached, 5 lbs., 18.....lb.                  | .22       | Scopolamine, Hydrate, Ph. G. (Identical with Hyoscine, U. S. P.) grain.....lb. | 20-22     |
| Prussiate, Red.....lb.                      | .30       | Ginseng.....lb.                                 | 6.50-9.00 | Seed, Anise, Italian.....lb.   | .17       |
| Yellow.....lb.                              | .18       | Golden Seal.....lb.                             | 1.80-1.75 | Star.....lb.   | .15       |
| Problin Pills, 60 in bot.....oz.            | 1.25      | Gold Thread.....lb.                             | .30       | Angelica.....lb.   | .30       |
| Propylamine.....oz.                         | .55       | Hellebore, Black.....lb.                        | .15       | Burdock.....lb.  | .25       |
| Protargol, 1 oz., 1.35; ozs.....oz.         | 1.25      | White, powd., 5 lbs., 12.....lb.                | .15       | Canary, Sicily.....lb.   | 7-8       |
| Pyramidine.....oz.                          | 2.15      | Indian Hemp, Black, lb., 25; White.....lb.      | .30       | Cardamom, Aleppo.....lb.   | 1.80      |
| Quinalgen.....oz.                           | 1.25      | Indigo, Wild, ozs.....lb.                       | .25       | Malabar.....lb.  | 1.00      |
| Quassone.....oz.                            | 10.00     | Ipecac, lb., 1.85; powdered.....lb.             | 2.00      | Mangalore, bleached, extra.....lb.   | 1.40      |
| Quinine, Bromide.....oz.                    | .52       | Jalap, lb., 18; powdered.....lb.                | .30       | Celery.....lb.   | 12-15     |
| Muriate.....oz.                             | .52       | Kava Kava.....lb.                               | .30       | Colchicum, lb., .55; powdered.....lb.  | .65       |
| Sulphate, bulk.....oz.                      | 19-21     | Licorice, lb., 16-20; powd., 5 lbs., 12.....lb. | .15       | Conium.....lb.   | .35       |
| Sulph., 1-oz. vials, B. & S.....oz.         | 26-27     | Lily of the Valley.....lb.                      | .20       | Coriander.....lb.  | .15       |
| P. & W.....oz.                              | 26-28     | Lovage, select.....lb.                          | .30       | Cumin.....lb.  | .15       |
| Sulphate, 5-oz. can.....oz.                 | 22-24     | Male Fern, select.....lb.                       | .25       | Fennel.....lb.   | .16       |
| 1-oz. vials, B. & S.....oz.                 | 27-29     | Mandrake, lb., 18; powdered.....lb.             | .22       | Fennel, powd., 25 lbs., 7.....lb.  | .16       |
| Tannate.....oz.                             | .33       | Masterwort.....lb.                              | .25       | Flax, cleaned, bbl., 6.75.....lb.  | 4-5       |
| Valerianate.....oz.                         | .55       | Mugwort.....lb.                                 | .18       | Hemp, bag, 34.....lb.  | .5        |
| Quinolin.....oz.                            | 1.00      | Musk.....lb.                                    | .35       | Henbane.....lb.  | .45       |
| Quinolin.....oz.                            | 1.00      | Nettle.....lb.                                  | .30       | Jambul.....oz.   | .25       |
| Resin, Common.....lb.                       | .4        | Orris, Florentine.....lb.                       | 15-18     | Larkspur.....lb.   | .30       |
| Jalap.....oz.                               | .60       | powdered.....lb.                                | 16-22     | powdered.....lb.   | .60       |
| Leptandrin.....oz.                          | .35       | Singapore.....lb.                               | .30       | Lobelia, powdered.....lb.  | .65       |
| Podophyllin, lb., 4.00.....oz.              | .35       | Infant.....lb.                                  | 2.75      | Lovage, lb., .65; powdered.....lb.   | .70       |
| Scammony, U. S. P.....oz.                   | .40       | Verona, powdered.....lb.                        | .30       | Millet.....lb.   | .6        |
| White.....lb.                               | .6        | Parsley.....lb.                                 | .30       | Mustard, Black.....lb.   | .10       |
| Resorein, White, lb., 1.40.....oz.          | .17       | Pellitory.....lb.                               | .45       | White, lb., 10; powdered.....lb.   | 25-31     |
| Fries Bros., lb., 2.20.....oz.              | .35       | Plak.....lb.                                    | .40       | Parsley.....lb.  | .15       |
| Respirasone, Tilden's.....pt.               | 1.08      | Pleasley.....lb.                                | .25       | Poppy Blue.....lb.   | 10-12     |
| Rheumacillate, doz., 4.90.....oz.           | .40       | Poke.....lb.                                    | .18       | White.....lb.  | .30       |
| Rheumatol.....oz.                           | 1.00      | Pond Lily, White.....lb.                        | .25       | Pumpkin.....lb.  | .30       |
| Rhodinal II.....oz.                         | 4.00      | Yellow.....lb.                                  | .25       | Quince, German, lb., 50; Russian.....lb.                                       | .40       |
| Rochelle Salts.....lb.                      | 23-25     | Queen of the Meadow.....lb.                     | .20       | Rape, English.....lb.  | .61       |
| 60-lb. boxes.....lb.                        | 234-234   | Rhatany.....lb.                                 | .27       | German.....lb.   | .3        |
| Rodagen.....oz.                             | 1.00      | Rhubarb, China.....lb.                          | 60-75     | Strophanthus, Green.....lb.  | 1.50-1.60 |
| Root, Aconite.....lb.                       | .30       | powdered.....lb.                                | 1.00-2.00 | Sundew seed.....lb.  | .60       |
| Althea, lb., 35; cut.....lb.                | .35       | Sasaparilla, Hond.....lb.                       | .40-85    | Watermelon.....lb.   | .30       |
| Belladonna.....lb.                          | .20       | cut.....lb.                                     | .44       | Worm (Chenopodium).....lb.   | .35       |
| Barberis aquifolium.....lb.                 | .20       | Mexican, lb., 18; ground.....lb.                | .22       | (Santonical).....lb.   | .35       |
| Bitter.....lb.                              | .30       | Senega.....lb.                                  | .30       | Seidlitz Mixture, 50 lbs., 18.....lb.  | 19-25     |
| Blackberry.....lb.                          | .30       | Serpentaria.....lb.                             | .60       |  |           |
| Black Snake.....lb.                         | .30       | Squill, select.....lb.                          | .10       |  |           |
| Blood.....lb.                               | .34       |   |           |  |           |



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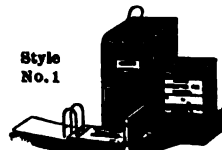
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| Silver, Nitrate, cryst., lb., 7.00.....oz.  | 45-48     | Thiocol Tablets, 100 in vial.....           | 1.75   | Zinc, Sulphate, bbls., 8½.....lb.        | 5-6    |
| 67 per cent., oz., .37; 50 per cent.oz.     | .30       | Thioform, 25-gramme pkgs.....each           | .50    | Sulphocarbide, lbs., .50.....oz.         | 7-9    |
| Cones.....oz.                               | 60-63     | Thiol, liquid, oz., 40; powdered.....oz.    | .75    | Valerianate, lbs., 1.75.....oz.          | .20    |
| Soap, Castile, Marseilles, box, 7.....lb.   | .10       | Thymol (Thymic Acid), lbs., 2.25.....oz.    | .77    | <b>PAINTS AND COLORS.</b>                |        |
| Mottled, pure, box, 8.....lb.               | .10       | Tinct. Siamia, Christy's, lbs.....lb.       | 4.25   | Black, Coach, in oil.....lb.             | 18-25  |
| White, Cont's, box, 12.....lb.              | .14       | Trional, 25 ozs., 1.40.....oz.              | 1.50   | dry.....lb.                              | 15-20  |
| powdered, 25 lbs., 28.....lb.               | .35       | Tuberculinum Kochii, "Pasteur,"             | 1.50   | Drop, in oil.....lb.                     | 15-25  |
| Green (Sapo Vir.), 10 lbs., 12.....lb.      | 10-15     | 1 Oc.....dos.                               | 3.20   | dry, in oil.....lb.                      | 12-20  |
| Eng. Blue Mottled Soap, cases, 112 lbs.     | 5.50-6.50 | Tuberculin (Veterinary), "Pasteur,"         | 3.20   | Ivory, in oil, lb., 18-25; dry.....lb.   | 12-18  |
| Soda, Chlor. Sol.....dos.                   | 2.25      | 1 Oc.....dos.                               | 3.20   | in Japan.....lb.                         | 22-25  |
| Sodium, Acetate, pure, gran.....lb.         | .15       | Tuberculin Solution (Veterinary),           | 4.00   | Lamp, Germantown, ass'd papers, 1-lb.    | .12    |
| Bicarbonate, Eng., keg, 2½.....lb.          | 4-5       | "Pasteur," 10 Oc.....dos.                   | 4.00   | 1-lb., 1-lb.....lb.                      | .10    |
| Natrona, keg, 2½.....lb.                    | 3-5       | Tarpenitine, Spirits, bbls., 72½.....gal.   | 80-90  | Black Lead, E. I., 25 lbs., 8½.....lb.   | .3     |
| Bromide.....lb.                             | 37-39     | Chian, oz., 40; Venice.....lb.              | .30    | German, 1; lus., 4½.....lb.              | .6     |
| Carbonate, bbl., 1.....lb.                  | .24       | Tussol.....oz.                              | 1.65   | Blue, Celestial, dry.....lb.             | .10    |
| Citrate.....lb.                             | .47       | Urethane, O. F.....oz.                      | .54    | Chinese, dry.....lb.                     | .60    |
| Glycerophosphate.....oz.                    | .35       | Uricesia, 5 ozs.....dos.                    | 15.00  | in oil.....lb.                           | .55    |
| Hypophosphite, lbs., 2½.....lb.             | 10-14     | Urotropin.....oz.                           | .60    | Paint, in oil.....lb.                    | .9     |
| Iodide, lb., 4.75.....oz.                   | .40       | Urotropin Tablets, 5 or 7½ grs.....dos.     | 3.00   | Prussian, dry.....lb.                    | .50    |
| Phosphate, cryst.....lb.                    | .10       | Vaccine, Mulford's (Discount, 40 per        |        | in oil.....lb.                           | .45    |
| Salicylate.....lb.                          | .44       | cent.), 1 pkg. Glycerinized Lymph,          | 1.00   | Soluble, 10 lbs., 45.....lb.             | .50    |
| Silicate, Syrupy, bbl., 2½.....lb.          | 5-10      | containing 10 tubes.....                    | 4.50   | Ultramarine, dry.....lb.                 | .15    |
| Sulphate.....lb.                            | .8        | 1 vial Glycerinized Lymph, containing       |        | in oil.....lb.                           | .30    |
| Somatose, 2 ozs.....dos.                    | 8.25      | sufficient for 50 vaccinations.....         | 1.00   | Brown, Emma, burnt, dry.....lb.          | .4     |
| Sommal.....oz.                              | .80       | 1 pkg. Ivory Points, containing 10          | 95-135 | Raw, dry.....lb.                         | 10-15  |
| Sonolodol.....oz.                           | 1.15      | points.....                                 | 1.00   | in oil.....lb.                           | 10-15  |
| Sparteine, Sulph., B & S.....oz.            | 75-100    | Glycerinated, F. Stearns & Co., Points      |        | Spanish, dry, bbls., 1.....lb.           | .3     |
| Spermaceit.....lb.                          | 28-30     | (10 in a package).....                      | 1.00   | Vandyke, dry.....lb.                     | .6     |
| Spermine, Pöehl, box 4 tubes.....oz.        | 3.00      | Tubes (10 tubes in one wooden box,          |        | in oil.....lb.                           | .12    |
| Spirit Ether Nit., U. S. F.....lb.          | .52       | bulb and 10 temporary shields).....         | 1.00   | Chalk, lump, bbls., 1.....lb.            | .3     |
| Streptolytic Serum, Stearns, 20             |           | Discount, 40 per cent.....                  | .65-85 | Green, Chrome, powd., 6-lb. cans, 10 lb. | .12    |
| Cc., in two sero-bulbs of 10 Cc.            | 2.00      | Vanillin (various brands).....oz.           | .280   | in oil.....lb.                           | 12-16  |
| Discount, 25 per cent.....                  |           | Veratrine, 1-oz., 2.75; Sulph., 1-lb., 2.80 | 1.80   | Paris, bulk, lbs., 16-17; 1-lb., 18-20;  | 22-27  |
| Strontium, Nitrate.....lb.                  | .16       | Veronal, 1-oz., 1.80; 1-oz.....oz.          | 1.80   | 1-lb., 20-22; 1-lb., 22-25; in oil, lb.  | .22-27 |
| Bromide, lb., .65.....oz.                   | .12       | Veronal Tablets, 5 grs., tubes, 15 ea.      | 1.15   | Litharge.....lb.                         | .30    |
| Iodide.....oz.                              | .41       | " bota. 50.....ea.                          | 2.25   | Pumice Stone, bbl., 6.....lb.            | .6     |
| Lactate, lb., 1.25.....oz.                  | .16       | " " 100.....ea.                             | .6     | powdered, bbl., 3.....lb.                | .24    |
| Salicylate, lb., .75.....oz.                | .13       | Water, Ammonia, 16 deg., carboy, 3½ lb.     | .8     | in oil.....lb.                           | .8     |
| Strophanthin, c. p. cryst.....grain         | .6        | 20 deg., carboys, 4½.....lb.                | 10-12  | Red, Indian, Eng., dry.....lb.           | 10-15  |
| Strychnine, Crystals, 1-oz. vials.....oz.   | 1.20      | 26 deg. (Conct.), carboy, 8½.....lb.        | .60-70 | Lead.....lb.                             | 8-10   |
| powdered, 1-oz. vials.....oz.               | 1.20      | Wax, Bayberry.....lb.                       | .22    | Orange Mineral.....lb.                   | .12    |
| Sulphate, 1-oz. vials.....oz.               | 1.20      | Carnauba, No. 1.....lb.                     | 25-28  | Rose Lake, Eng., dry.....lb.             | .5     |
| Glycerophosphate, ozs.....oz.               | 2.50      | Ceresin, yellow, cases, 18.....lb.          | 18-20  | Pink, Eng., dry.....lb.                  | .15    |
| Sulfonal, 25 ozs., 1.25.....oz.             | 4-5       | white, cases, 21.....lb.                    | .55    | Tuscan, Eng., dry.....lb.                | .4     |
| Sulphur, Flowers, bbls., 2½.....lb.         | 16-18     | Japan, cases.....lb.                        | .55    | in oil.....lb.                           | .23    |
| Precipitate, pure.....lb.                   | 1.00      | White, Star Brand, 60 lbs., 47½ lb.         | .55    | Venetian, dry, American, bbls., 1 lb.    | .24    |
| Suprarenal Glands, Dried, 100               |           | Leonard's T. L. Brand, 60 lbs., 42½ lb.     | .38    | Vermilion, American.....lb.              | .80    |
| powd., oz., 2.00; Tablets.....oz.           | 1.20      | Yellow, select.....lb.                      | .10    | Chinese.....lb.                          | .80    |
| Saccharated.....oz.                         | .40       | White Lead, Dry, pure.....lb.               | .15    | Rotten Stone, bbl., 8.....lb.            | .8     |
| Tablets, 1 grain, per 100.....oz.           | .65       | Zinc, American, lb., 10; French.....lb.     | .8     | Umbur, Burnt, bbl., 1½.....lb.           | .8     |
| Syocose, 2-oz. package.....each             | 1.00      | Whiting, bbls., 1.....lb.                   | .85    | Raw, bbls., 1½.....lb.                   | .8     |
| Takadiastase.....oz.                        | 1.70      | Witch Hazel Ext., 10 gals., 70 gal.         | .6     | White, China, dry.....lb.                | 15     |
| Liquid, 8-oz. bots.....dos.                 | 6.00      | Wood, Guaiac, rasped.....lb.                | 7-12   | Flake, dry.....lb.                       | 10     |
| Tannigen, 25 ozs., .65.....oz.              | .75       | Quassia Chips, bbl., 6.....lb.              | .6-8   | Lead, dry.....lb.                        | 9-10   |
| Tannopine.....oz.                           | .75       | Red Saunders, bbl., 4.....lb.               | .3     | Paris, English.....lb.                   | .3     |
| Tar, N. C. pine, Diamond brand, pts.....oz. | .85       | Sandal, ground.....lb.                      | 5.00   | Whiting, bbls., 1.....lb.                | .3     |
| Tartar Emetic, powdered.....lb.             | .65       | Yohimbin Hydrochlor, 1-gramme               | 1.00   | Yellow, Chrome, dry.....lb.              | 10-15  |
| Terebene.....lb.                            | .10       | Tablets, 1-12 gr., 10 in tube.....each      | .25-30 | in oil.....lb.                           | 10-20  |
| Terpin Hydrate, cryst.....oz.               | .45       | Zinc, Acetate.....lb.                       | .23    | Golden, in oil.....lb.                   | .16    |
| Theocin-Bayer.....oz.                       | 2.70      | Carbonate, Precip.....oz.                   | .40    | Ochre, French, dry, bbls., 1½.....lb.    | .24    |
| Theophyllin, B. & S.....oz.                 | 1.40      | Chloride, granular, lbs., 22.....oz.        | .10    | America, dry, bbls., 1.....lb.           | .2     |
| sodium.....oz.                              | 1.50      | Iodide.....lb.                              | .28-40 | Zinc, White, dry, American.....lb.       | .10    |
| sodium salicylate.....oz.                   | 1.10      | Oxide.....lb.                               |        | in oil.....lb.                           | .10    |
| Thigemol, lbs., 4.00.....oz.                | .23       | Hubbuck's, 7-lb. boxes, 35.....lb.          |        |  |        |
| Thiocol.....oz.                             | 1.40      |   |        |  |        |

**THE** advertiser who gets his offering into the right kind of stores secures results. That is the reason old advertisers stay in the *American Druggist* and new ones constantly use our columns: they have found that the *American Druggist* goes into the stores of buyers.

## SEND FOR THIS.



Print your own cards, circulars, &c. Press \$5. Small newspaper press \$18. Money saver. Print for others, big profits. Typesetting easy, printed rules sent. Write to makers for catalog, presses, type, paper, &c.

**THE PRESS CO., MERIDEN, CONN.**

Kindly mention *AMERICAN DRUGGIST* when writing to Advertisers.

TRADE MARK **'TABLOID'** BRAND PRODUCTS TRADE MARK **'SOLOID'** BRAND PRODUCTS  
 TRADE MARK **'KEPLER'** BRAND PRODUCTS TRADE MARK **'HAZELINE'** BRAND PRODUCTS  
 TRADE MARK **'ENULE'** BRAND PRODUCTS TRADE MARK **'ELIXOID'** BRAND PRODUCTS  
 TRADE MARK **'VAPOROLE'** BRAND PRODUCTS TRADE MARK **'VALULE'** BRAND PRODUCTS  
 TRADE MARK **'VALOID'** BRAND PRODUCTS TRADE MARK **'WELLCOME'** BRAND PRODUCTS

are issued by

**BURROUGHS WELLCOME & CO.**  
 of LONDON, ENGLAND.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

Full lines of these and other B. W. & Co. Products always kept in stock by

**FAIRCHILD BROS. AND FOSTER**

(The General Wholesale Depot in U.S.A. for more than twenty years)

Washington and Lighthouse Streets, NEW YORK  
 and 134, Lake Street, CHICAGO



# American Druggist "WANTS" Page.

**THIS** Department is intended to be used as a medium for the exchange or sale of stores, the employment of clerks, and the securing of situations. Suitable notices of moderate length under this heading inserted one time free for subscribers; for each additional insertion Fifty Cents will be charged. Advertisements not in the foregoing classification Forty Cents per line.

## SITUATIONS VACANT.

**WANTED.**—We want an unlimited number of experienced clerks and traveling salesmen for positions in all States. Employers, we can refer you to competent men. Address N. P. A., 616 Holland Building, St. Louis, Mo.

**SALESMAN WANTED.**—An unusual opportunity for salesmen visiting the regular drug trade to make money. Address promptly the G. S. O. Company, Lancaster, Pa.

**WANTED.**—Drug employees, wholesale and retail. Vacancies now open in New York, Illinois, Iowa, Arkansas, Alabama, Florida and other States. Salary \$50 to \$100. Diplomas recognized. If you would accept a better position now or later, send us your name at once. Employers referred to competent men free. National Pharmaceutical Agency, 616 Holland Bldg., St. Louis, Mo.

## SITUATIONS WANTED.

**SITUATION WANTED.**—Druggist registered New York City, N. Y., and State, 10 years' experience, good salesman, manufacturer and thorough prescriptionist, not afraid to work, at present employed, wishes responsible position city or country. Address Responsible, care of AMERICAN DRUGGIST.

**WANTED.**—By a young, competent and experienced traveling drug salesman, one who is sober, reliable and has had retail, city and road experience, employed at present but would make a change to better his condition. Would like State agency for good article or line. Must be a first-class proposition. Can give A1 reference and bond. What have you to offer? Address Agency, care of AMERICAN DRUGGIST.

## BUSINESS OPPORTUNITIES.

**FRENCH SPECIALIST** seeks apparatus for making rapidly and automatically cachets, ready for sale, producing one hundred cachets or more at a time. Address offers and details to M. 47,493, care of Cie. Gle. de Publicite John F. Jones & Cie., 31 bis Faubourg Montmartre, Paris.

**FOR SALE.**—Established, well paying retail drug business in rapidly growing section. Leading store in the region. Will be sold at inventory or in lump, to suit purchaser. Best reasons for sale. Investigation. Bangor Drug Company, Bangor, Pa.

**SHEEP DIP, ETC.**—A gentleman with special knowledge of the trade and an extensive connection in South Africa wishes to represent a manufacturer of sheep dip in that country: 11 years' experience. Address "Dip," Box 671, Sells Advertising Offices, London, England.

**PATENT MEDICINES** bought, sold and exchanged; send us your list and get our terms. D. M. Brunor, 2543 Eighth avenue New York City.

## SPECIAL ATTENTION.

I buy and sell Drug Stores exclusively. Expert service. Special Plan. Drug Men furnished positions. Employees furnished. It will pay you to write for particulars.

F. V. KNIEST, R.P.,

"The Drug Store Man,"

624 N. Y. L., ОПАНА, NEB.

## Attention--Druggists A Paying Business For You

It requires but little capital. It occupies but little of your time. There is money in it for you. For full particulars and information—address

**The National News Co.**

15 Warren Street

NEW YORK

## WHAT OFFERS?

Mrs. G. C. de Loeing, 945 Park Avenue, New York, wishes to dispose of the library of her late husband and invites offers on the following books:

Dick, William B. *Encyclopedia of Practical Receipts and Processes.* 6,422 receipts. Third edition, 1879.

Stille and Maisch. *The National Dispensatory.* 1880.

The National Formulary of Unofficial Preparations. Revised edition, 1896.

Merck's Index. Second edition. An encyclopedia for the physician and the pharmacist, 1896.

Merck's Manual of the Materia Medica. A ready reference pocket book for the physician and surgeon. 1899.

Coblentz. *The Newer Remedies.* 1896.

Nelson, John H. *Druggists' Handbook of Private Formulas.* Revised edition, 1882.

Bonney, G. E. *The Electroplater's Handbook.* 1894.

Lieber, Hugo. *The Use of Coal Tar Colors in Food Products.* 1904.

Snively, John H., Ph.D. *A Treatise on the Manufacture of Perfumes and Kindred Toilet Articles.* 1890.

Plesse, G. W. Septimus, Ph.D. *The Art of Perfumery and the Method of Obtaining the Odours of Plants; the growth and general flower farm system of raising fragrant herbs.* 1880.

Fenner's Formulary, containing formulae for the preparation of all the elixirs, emulsions, essences, flavoring extracts, glycerites, solutions, syrups, wines, etc. Fifth edition, 1879.

Parsons, Samuel B. *A Treatise on the Propagation, Culture and History of the Rose.* Illustrated. 1883.

Power, Frederick B., Ph.G., Ph.D. *Descriptive Catalogue of Essential Oils and Organic Chemical Preparations.*

Harrop, Joseph, Ph.G. *Monograph on Flavoring Extracts, with Essences, Syrups and Colorings.* 1891.

*German Books.*  
Andes, Louis Edgar. *Oel-und Buchdruckfarben.* 1889.

Askinson, Dr. George W. *Die Fabrikation der Aetherischen Oele.* 2 aufage. 1887.

Popper, Heinrich. *Die Fabrikation der nichttrubenden Aetherischen Essenzen und Extrakte.* 1889.

Lehner, Sigmund. *Die Tinten Fabrikation und die Herstellung der Hektographen und Hektographintinten; die Fabrikation der Fuschen der Tintenstiften, der Stempeldruckfarben sowie des Waschblaues.*

Maier, Karl. *Die Ausbrüche Secte und Sudweine.* 1889.

Andes, Louis Edgar. *Die Technischen Vollendung Arbeiten der Holzindustrie.* 1881.

Horatius, Theodor. *Die Fabrikation der Aether und Grundessenzen.* 1881.

Melz, Oskar. *Die Fabrikation der Mousierenden Getranke.* 1889.

Thenius, George. *Die technische Verwertung des Steinkohlentheeres.* 1899.

Heckenaast, Wilhelm. *Des Infectionsmittel oder Anleitung.* 1878.

Volgt, Bernard Frederick. *Der Parfumeur.* 1872.

Neuer Schauplatz der Kunnote und Handwerke mit Berücksichtigung der neuesten Erfindungen. Herausgegeben von einer Gesellschaft von Kunstlern, technischen Schriftstellern und Fachgenossen.

*French Books.*  
Charabat, Eugene. *Les Parfums Artificiels, Encyclopedie Industrielle.* 1900.

Blair, De H. *Lecons de Rhetorique et de Belles lettres.* Troisième edition. Two volumes. 1845.

Boissier, Gaston. *Mme. De Sevigné.* Troisième edition. 1888.

De Feller, F. X. *Dictionnaire Historique and Histoires Abregée.* Tome premier. Ten volumes. 1821.

Pailhe, E. Didier. *Cours elementaire de Droit Roman contenant l'explication methodique des Institutes de Justinien.* 1878.

Sainte Beuve, M. *Lettres Choisis de Madame De Sevigné.*  
De Rougemont, A. *La France.* Notes d'un American recueillies et mises en ordre par. 1886.

**THE** following Advertisement is one of a series now being run in all the important Horse and Farm Papers in United States, Canada and England.

Your demand for **ABSORBINE** will be greatly increased. Regular Jobbers can supply you. Mail me your card so I can place it on file and refer inquiries from your section to you for supplies.



## ABSORBINE

Removes the Inflammation and Bunch. Restores the Circulation in any Bruise or Thickened Tissue, without blistering, removing the hair or laying horse up. Pleasant to use, clean and odorless. \$2.00 per bottle delivered. Book 12-B free.

**ABSORBINE, JR.** for mankind, \$1.00 Bottle. Cures Bunions, Corns, Chilblains, Sprains, Etc., quickly. Genuine mfd. only by

W. F. Young, P.D.F., 40 Monmouth St., Springfield, Mass.

ONCE TRIED, ALWAYS USED.

**THE BAR-KEEPER'S FRIEND**

FOR  
BRASS, CUPPER AND PLATED  
**BAR FIXTURES,  
DRAIN BOARDS**  
AND ALL  
Tin, Zinc, Brass, Copper,  
Nickel and all Kitchen and  
Plated Utensils.  
Glass, Wood, Marble, Por-  
celain, Etc.

GEORGE WM. HOFFMAN,  
Sole Manufacturer and Proprietor  
208 East Washington St., Indianapolis, Ind.

**THE BAR-KEEPER'S FRIEND.**

FOR everything about a drug store or a soda fountain there is nothing equal to Hoffman's

**Barkeeper's Friend**

Marble, Glass,  
Nickel, Brass,  
Copper, Tin and  
German Silver

can all be cleaned and polished with it easier than with anything else. Let us send you a FREE SAMPLE.

Highest Award, Chicago World's Fair, 1893, Louisiana Purchase Exposition, St. Louis, Mo., 1904.

GEORGE WM. HOFFMAN,  
295 E. Washington St.  
Indianapolis, Ind.

FOR SALE BY JOBBING TRADE

# GOOD WINTER SELLERS



## ANODYNE PINE EXPECTORANT

|                         |   |   |        |
|-------------------------|---|---|--------|
| Per dozen pints, net,   | - | - | \$6.00 |
| Per 5-pint bottle, net, | - | - | 2.20   |
| Per gallon bottle, net, | - | - | 3.40   |

## ANODYNE PINE EXPECTORANT WITH HEROIN

|                         |   |   |        |
|-------------------------|---|---|--------|
| Per dozen pints, net,   | - | - | \$7.00 |
| Per 5-pint bottle, net, | - | - | 2.65   |
| Per gallon bottle, net, | - | - | 4.10   |

## ANODYNE PINE EXPECTORANT WITH TAR

|                         |   |   |        |
|-------------------------|---|---|--------|
| Per dozen pints, net,   | - | - | \$8.00 |
| Per 5-pint bottle, net, | - | - | 2.20   |
| Per gallon bottle, net, | - | - | 3.40   |

## CODEINE COUGH SEDATIVE

|                         |   |   |         |
|-------------------------|---|---|---------|
| Per dozen pints, net,   | - | - | \$10.00 |
| Per 5-pint bottle, net, | - | - | 3.85    |
| Per gallon bottle, net, | - | - | 6.00    |

These are standard cough syrups, possessing valuable therapeutic properties—preparations that are widely prescribed by medical men of judgment and experience. We are advertising them extensively to physicians, and you will have many specifications for them during the next three or four months.

**STOCK THEM NOW!**

DO YOU CARRY OUR

## EGG EMULSION OF COD LIVER OIL?

Has it a conspicuous place on your shelves? Are you pushing its sale?

There are good reasons why you should be able to answer "Yes" to all these questions.

It is an exceptionally good emulsion—permanent, palatable, nutritious. It is a capital seller. It yields a generous profit. It has the favor of the medical profession.

PRICE TO THE TRADE:

Per dozen pint bottles, net, \$7.50.

# PARKE, DAVIS & COMPANY



### A Woman Appointed Assistant Professor of Pharmacy at Purdue University.

Hartford City, Ind., December 14.—Miss Daisy Emshwiller, of Montpelier, who is a sister of Prosecutor Ashley G. Emshwiller, of this city, has accepted the position of assistant instructor in the pharmacy department of Purdue University, at Greencastle. The place was tendered by Prof. A. L. Green, dean of chemistry at that institution, and Miss Emshwiller will enter on her duties January 1.

Miss Emshwiller is a daughter of John Emshwiller, the oldest druggist in northeastern Indiana. He has owned the store in which Miss Emshwiller is now interested at Montpelier for the last 45 years. Miss Emshwiller accepted the Blackford county scholarship of the university, spent two years in the institution and was a graduate of the class of 1905. She had the distinction of being the only young woman in the class and attained the highest honors possible as a student. She is not only a striking young woman in appearance, but a first-class business woman as well.

### A Commercial Training for Swiss Pharmacists.

The *Société Suisse des Droguistes* consider that the practical knowledge of Swiss pharmacists' assistants is insufficient for modern requirements, and have established at the Neuchâtel Commercial School a special class for pharmacists. The first term commenced on October 2, and will last until July 16, 1906. The Société is giving a certain number of scholarships to its young members who desire to attend the school. The programme of instruction includes organic and inorganic chemistry, chemical technology, practical chemistry, photography, physics, pharmacy, book-keeping and commercial arithmetic, commercial and special law, French, German, English and Italian.

### Druggist Kills Customer.

Charles Stevenson, a druggist at Herndon, Kan., killed a man the other day rather than sell him a drink of whiskey. John Tutt went into the drug store and asked for a drink. Stevenson refused to sell it to him. He said he would have it if he had to get it by force, whereupon Stevenson picked up a revolver. That didn't frighten Tutt. He said he might as well be dead as not to be able to get a drink of liquor, and brushing the druggist aside started for the liquor bottle. Stevenson then shot and killed him. It is the first time on record that a Kansas druggist committed murder to keep from violating the prohibitory law.

### Quinine Sold by the Italian Government.

According to the *Bollettino-Chimico Farmaceutico* the figures relative to the great increase in the sale of State quinine in Italy during the last working year have just been published. From July 1, 1903, to June 30, 1904, the sales amounted to 6,174 kilos value 672,927.40 lire, with a profit of 183,038 lire; while for the year 1904-1905 now quoted the sales weighed 14,061 kilos quinine, value 1,150,597.85 lire, with a profit of 183,382.47 lire, which has been allocated to the fund for combating the malaria. As for the current year the sales up till now have again increased by one-third.

### Registered in Alabama.

At a meeting of the Alabama Board of Pharmacy held in Montgomery, Ala., October 18 and 19, the following candidates for licenses were successful:

W. W. Perdue, Farmersville; J. W. Payne, Scottsboro; R. A. Hamrick, Montgomery; H. G. Chandler, Mobile; S. M. Mims, Greensboro; J. O. Kelly, Saltpa; J. H. Moore, Eutaw; R. A. Gunber, Montgomery, and T. L. Barrett, Pratt City.

It was resolved that after January 1, 1906, the board would require all applicants for examination to conform to the Eighth Revision of the U. S. Pharmacopœia in their answers, and that after that date all druggists in the State would be required to make their official preparations by the new Pharmacopœia.

The next meeting of the board will be held in Birmingham, February 14-15, 1906. Applications should be filed in advance with E. S. Galt, Secretary, Selma, Ala.

### Registered by the Arkansas Board of Pharmacy.

At the November examination held by the Arkansas Board of Pharmacy the following were registered, having obtained the required 70 per cent.: W. R. Christoppe, Gregory; J. H. Ray, Lavacca; C. G. Rosa, Mountain View; W. C. Alston, De Queen; J. K. Mast, De Vallis Bluff; Jas. R. Pugh, Earle; Earle S. Green, Jonesboro; A. D. Bunn, Humphrey; C. E. Ellis and C. J. Humphreys, jr., Hot Springs; I. Kaufman, Pine Bluff, and J. A. Guise, Hartford. The next examination will be held at Hot Springs, Ark., May 11, 1906. Applications should be filed with Secretary J. W. Biedelman, Little Rock.

### A New Office Created for Mr. Daniels.

Geo. H. Daniels, who has been for many years the general passenger agent of the New York Central Railroad, has been made manager of the General Advertising Department of all the New York Central lines, including the New York Central & Hudson River Railroad, the Rutland Railroad Company, the New York & Ottawa Railway Company, the St. Lawrence & Adirondack Railway Company, the Lake Shore & Michigan Southern Railway Company, the Cleveland, Cincinnati, Chicago & St. Louis Railway Company, the Michigan Central Rail-



road Company, the Lake Erie & Western Railroad Company, the Indiana, Illinois & Iowa Railroad Company, the Indiana Harbor Railroad Company, the Lake Erie, Alliance & Wheeling Railroad Company and the Dunkirk, Allegheny Valley & Pittsburgh Railroad Company. Mr. Daniels, whose portrait is presented herewith, is well and widely known among newspaper men all over the United States, and the creation of this new office for him is a tribute to the effectiveness of his work in the newspapers on behalf of his lines.

### Running No Risk.

"Indeed," she told the druggist's clerk, "I don't know what to do—These patent remedies hold risks of which I never knew; This week I've read of lots of them and find that alcohol is made the base—how terrible—of nearly each and all." The druggist's clerk said that the doctors frowned on competition; However, it might be well to exercise discretion.

"But can you tell," she asked the clerk, with something like a shrug, "If I am apt to get a craze for spirits or for drug? I shudder when I think of how I may be tempting fate, And possibly become a slave to drink or opiate." The clerk remarked: "I know it's true the magazines abuse 'em, But as to all these remedies, there's lots of people use 'em." She bit her lips, she frowned, and thought, she rubbed her dimpled chin, Then sighed in fretful wise and said: "I'd think it was a sin If I should"—then upon the soap and powder case she leaned—"If I should wake an appetite and be a liquor fiend!" The clerk said: "Really, Miss, some folks can go and get a habit From using stuff that wouldn't phase the make up of a rabbit."

"Well, if you're sure," she murmured then, "I really think that I Will, just this once, test what I have been often urged to try." The clerk turned to the shelf of cures and asked: "Which is it, please?" His hand uplifted, ready on the chosen one to seize, She blushed and said: "My family, my closest friends and pastor Advise me that it's what I need. I'll take a porous plaster!"

—W. D. N. in the *Chicago Tribune*.

# AKARALGIA MERRELL

A new and most attractive form of exhibiting the valuable properties of pure Sodium Salicylate,  
(From Natural Wintergreen Oil)  
overcoming chronic migraine by single daily doses.

Send for Literature:  
"A New Remedy and Cure for Migraine."

Generally prescribed:  
"Akaralgia, 1 bot."



The demand for Akaralgia will steadily increase as it is advertised in the leading Medical Journals.

If you do not have it in stock order from your Jobber one-quarter dozen or more and be prepared to fill your Physicians prescriptions promptly.

\$6.75 net—dozen.  
Broken dozen same rate.

**SIMPLICITY**

**PALATABILITY**

**EFFICACY**

**Your Jobber Supplies MERRELL "LINE" Goods at 40% discount, regardless of quantity.**

Fluid Extracts, Tablets, Pills, Elixirs, Granular Effervescent Salts, &c, &c.

WRITE

**"Merrell"** and the results will please you.

ON YOUR ORDERS

New York.

**THE WM. S. MERRELL CHEMICAL CO.**

Cincinnati.

San Francisco.

The same proprietor is not allowed to conduct two drug stores.

Persons who deal in drugs, but who do not write prescriptions, must pass a "limited" examination showing a general knowledge of the nature and effects of various drugs.

#### PATENT MEDICINES AND TRADEMARKS.

By a treaty between the Greek and United States Governments (1894) the Hellenic Government gave citizens of the United States the same rights as its own subjects in all that relates to the registration and protection of trademarks.

When the applicant resides in a foreign country he must name or appoint an attorney in Athens and prove registry in his own country. Proof of registration in the United States must be authenticated by a certificate from a Greek Consul in that country. The attorney must not only take the necessary steps to secure the registration of the trademark, but shall also continue to be the legal representative of the applicant before the tribunals of the kingdom should there be any infringement of his trademark in Greece.

Application for registry of trademark must be made by the local attorney of the applicant, and must include a description of the mark, three copies of the mark upon detached paper, 8 x 10 centimeters, a metal typographical block of the same dimensions, the products to which it is applied, whether used in relief or intaglio, and a receipt for the fee. The fees and expenses are: For registration fee (gold), 60 drachmas; for stamps and copies, 12 drachmas; for attorney, 30 drachmas.

Specialties imported in bottles pay a duty on liquids of 2.70 drachmas per oke, 40 per cent. off for tare solids in bottles, 5.40 drachmas per oke, 50 per cent off for tare. Goods in paper boxes (pills, tablets, etc.) pay 6.75 drachmas per oke; no tare allowed.

An oke is 2.82 pounds avoirdupois, and the custom house here reckons the drachma at 1.35 to the gold franc.

#### American Surgical Dressings in the Orient.

The *Pharmaceutical Journal*, of London, in referring to the trade of Hong Kong and the classes of goods to which preference is given the American, British, German and French manufacturer, says that in dressings the American manufacturer is said to outclass all competitors.

The actual trade of this colony amounts to over £20,000,000 per annum, Hong Kong being the center of a large trade in various kinds of produce. The British manufacturers control the business in drugs and chemicals, buyers placing most confidence in them, although their prices are above those of foreign competitors. As regards medicines, most of the new remedies are of German and American origin. Surgical instruments of British manufacture are considered the best, and are almost invariably preferred by local surgeons, who, as a rule, buy direct from home. On account of their high price they are undesirable stock for the retailer to hold; cheaper instruments of foreign origin suit the Chinese doctors. As regards such articles as brushes, rubber goods and earthen ware, English manufacturers again take the lead, but in glassware the English are entirely outclassed by the Germans and French.

#### HIGH QUALITY OF AMERICAN GOODS.

In surgical dressings the American manufacturers outclass all competitors. Their success, says our informant, is due to the high quality of their goods, the close observance of scientific principles embodied in their ingenious and elegant packages, their energy in sending out traveling representatives, and their keeping in touch with their buyers by the regular posting of pamphlets and occasionally personal letters. The plainer and more useful toilet articles are of British origin, but the fancy and more expensive lines come from France. The class of medicines for which there is the best sale includes medicines for venereal diseases, tonics, alteratives, salines, antipyretics and antiseptics. Proprietary medicines are in moderate demand. The French captured the market for fancy soaps and toilet articles many years ago; their products are most elegant. The Germans are also beginning to make headway.

There is a fair demand for surgical instruments, spectacles, photographic cameras, plates, paper, etc. British traders who wish to further their trade with this colony should send out representatives, including Hong Kong in their tour, send a set of samples to likely buyers or appoint local agents to get up elegantly printed and illustrated price-lists, which should contain all information necessary for the buyer to judge of what he is buying, and avoid missing such an important detail as the dimensions of the goods for sale. It is also advisable to find out the names of buyers, and circularize them regularly. In the case of proprietary articles, a copy of the Hong Kong directory should be obtained and circulars posted to all the leading residents.

#### A Visitor from the South.

The welcome news reaches us that Señor José F. Portugal, a well-known wholesale and retail druggist in Arequipa, Peru, contemplates making his first visit to America in March, 1906, his principal object being to attend the graduating exercises of his son, José F. Portugal, Jr., at the Philadelphia College of Pharmacy.

Señor Portugal is probably the largest importer of drugs, chemicals and proprietary articles, also surgical instruments and hospital, as well as physicians', supplies of all descriptions, in southern Peru, because his trade is very widely distributed throughout the whole of that portion of his country. In his establishment, which is equipped in a thoroughly modern manner, we understand that there are employed 21 clerks in the various departments, seven being required in the prescription department alone. His orders for drugs, proprietary medicines, etc., from the United States have been large for a number of years past and are increasing, and Señor Portugal is regarded as being favorable to still closer commercial relations between the United States and Peru. His opinion of our standing and pharmaceutical technique is evidenced by the fact that he sends his son to this country to study pharmacy instead of sending him to Germany, France or England, where most young men go from the southern countries.

Señor Portugal will probably be accompanied on his visit by the Misses Portugal, two very charming young ladies, as we have been told, and possibly by Mrs. Portugal.

#### Drugs and Chemicals in Japan.

*Daily Consular and Trade Reports* for November 7 contains an interesting report on trade conditions in Japan contributed by Special Agent Crist, from which we take the following reference to drugs and chemicals:

The standard required in Japan for drugs and chemicals is the *Pharmacopœa Germanica*, fourth edition. In all tests and analyses made of imported chemicals and drugs a strict technical compliance with the requirement is observed. This rigid interpretation of the German standard has led to the rejection of chemicals received from America, which for all practical purposes have conformed to the United States Pharmacopœia, a standard equally exacting. Notice should be taken by manufacturing pharmacists in America of this technical requirement. Germany supplies the bulk of the fine drugs and chemicals in this market, while much of the heavy chemicals come from England. The fact that prices offered by English concerns are much lower than those by American houses is sufficient reason for purchase in that market. As a fair illustration of the relation between prices it may be stated that carbolic acid is quoted by a large American drug house at 26 cents per pound in 50-pound cans, while an English concern quotes 13 cents. Acetic acid is offered at 10 cents per pound by manufacturers from both countries. From these prices English concerns give discounts of 2, 5 and even 10 per cent., with an alternative of extended time on the quoted price, and Americans allow no discounts, requiring cash with each order. Borax is consumed to a considerable extent, but England and Germany divide the market of \$25,000 annually between themselves. With prices averaging around £12 10s. per ton, f.o.b. London, it would seem that from the almost limitless output of this product in America the market could readily be supplied.



# Popularity and Price Protection

## POPULARITY

LAXATIVE BROMO QUININE originated as the first product of its kind and through merit and continuous extensive advertising it has become an absolutely staple article.

## PRICE PROTECTION

The terms and discounts on LAXATIVE BROMO QUININE from the beginning have afforded a most liberal profit, and now, by the adoption of the DIRECT CONTRACT AND SERIAL NUMBERING PLAN, this profit is absolutely insured to the retail dealer. The support of this Plan by the Retail Drug Trade demands, simply, that EVERY INDIVIDUAL Druggist shall sign the contract. Those who have not done so should sign and have the contract properly recorded without further delay.

## **SPECIAL DATING OFFER**

**JANUARY 1st. 60 DAYS.**

If a supply of LAXATIVE BROMO QUININE is needed, or if the stock on hand will permit it, the DATING OFFER now in force enables the Druggist to purchase a quantity, obtaining the regular free goods to be delivered at once and invoice dated January 1st, 1906, for cash discount.

## **LAXATIVE BROMO QUININE**

**Price \$1.75 per dozen.**

|  |                                  |
|--|----------------------------------|
| 6 dozen lots, 1 dozen free, . . . . .                          | Cost \$10.50 or \$1.50 per dozen |
| 12 dozen lots, 2 dozen free, 5 per cent. trade discount, " "   | 19.95 or 1.43 " "                |
| 36 dozen lots, 6 dozen free, 8 per cent. trade discount, " "   | 57.96 or 1.38 " "                |
| 60 dozen lots, 10 dozen free, 10 per cent. trade discount, " " | 94.50 or 1.35 " "                |

**WHOLESALE DRUGGISTS WILL ACCEPT ORDERS UNDER THIS DATING OFFER.**

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**PARIS MEDICINE COMPANY,**  
**SAINT LOUIS AND LONDON.**

## News of the Pharmacy Boards.

### Registered in Pennsylvania.

Philadelphia, December 4.—There is to be one more examination of applicants who are desirous of practicing the drug profession in Pennsylvania before the new law goes into effect. At the October examination held by the State Pharmaceutical Examining Board in Philadelphia and Pittsburg there were 558 applicants for certificates, of which 287 secured certificates as pharmacists and 90 as assistants. Out of this number 181 failed, which is equal to almost 30 per cent. The following applicants from this city passed successfully:

Registered pharmacists—Howell G. Crothers, William M. Neller, Henry A. Fistel, Albert O. Darrow, Benjamin C. Snyder, Wilbur C. Strawinski, Arthur E. Shirer, Jeremiah T. Roach, Anderson E. Sells, J. Howard Frick, M.D., Thomas F. A. O'Connor, Charles C. Weakley, Samuel G. Shepherd, Maxwell M. Becker, Samuel Castor, George E. Merscher, Louellen A. Peters, Charles G. Hanschild, Alexander W. Herman, Hanna W. Slifer, Katie M. Davidowitch, Rebecca E. Killon, Sister Pauline Strable, Sister Euphemia Murray, Sister Mary Bennet, Edward H. Raker, Guy B. Fitch, Edmund G. Harkness, Joseph P. Stein, Charles F. Myers, Harry B. Holland, Charles A. Monaghan, George Krouse, Howard B. McAllister, Erwin H. Erney, Joseph A. Quinn, Henry Picarelli, Thomas B. Doud, Harry M. Linde, Benjamin H. Jenkins, William F. Schlitzer, Earl Y. Fetterly, Alexander F. W. Mackie, Harry W. Wilson, Samuel Kramer, Isidor Priluker, Robert W. Moss, George W. Skeath, Daniel W. Crittendon, Charles R. Gramer, Hamilton Russel, Celia J. Lubin, William H. Schenmel, Edwin W. Bray, Frederick Slandi, Willis A. Ossman, Samuel Kaufman, Joseph Weber, Jr., Raymond A. Acuff, Frank M. Garton, Harry Dixon, Albert W. Hassenplug, William A. Rabb, Henry S. Fitch, Mack T. Ringer, Samuel R. Lazowski, Charles Kramer, William W. Wittmer, Frederick Becht, Matthew Welsband, B. Russel Hurst, Darnley W. Catford, John K. Stouffer, Charles A. Walter, Jacob M. Faust, Robert J. Keller, Paul R. Donmoyer, Harry L. Snyder, Luther H. Gage, William Major, John P. Krause.

Registered qualified assistant pharmacists—Charles F. Kennedy, Frederick J. Burt, Pressly L. Morehead, Garline Gnass, Walter E. Smith, William Ganter, Michael J. Lovenstein, David S. Grossman, Maurice Mervine, Martin K. Glassman, Harris Kimmelman, Jacob F. Ebert, Max B. Savitz, Boyd A. Santer, George E. Fisher, Harry C. Zelsig, Samuel C. Goodman, Charles Leibel, Oliver G. Billings, Charles Welsband, Bernard L. O'Connor, Bertha Whaland, Walter G. Brown, Arthur G. Kochler, Frank Clebo, Joseph Murray.

The next meeting will be held in Philadelphia December 3.

### Registered in Michigan.

The Michigan Board of Pharmacy held a meeting at Grand Rapids on November 21, 22 and 23. There were 47 applicants present for registration as registered pharmacists and 41 applicants for certificates as registered druggists. The following is a list of those who received certificates as registered pharmacists:

Roy E. Bodimer, Vassar; Charles A. Carter, Sandusky; John Courtney, Detroit; F. W. Erwin, Battle Creek; C. J. Gallagher, Port Huron; John Heyboer, Grand Rapids; John J. Mercer, Bay City; William McGregor, Big Rapids; Charles L. Pickel, Clare; Ashley B. Rice, South Haven; William P. Reed, Calumet; Charles J. Sparks, Saginaw; Horace B. Williams, M.D., Marlette; J. R. Cowdrey, Ithaca; Roy L. Cook, Calumet; I. A. Dowsett, Battle Creek; A. C. Fankboner, Grand Rapids; Dwight Goodrich, Marcellus; Dent E. Murray, Jackson; Walter E. Meyer, Adrian; Arthur W. Peterson, Manistee; Ernest J. Plotrowski, Manistee; George E. Reay, Onoway; Bernardus Schutte, Grand Rapids, and J. J. Graham, Saginaw.

The following is a list of those who received certificates as registered druggists:

Harry L. Allen, Cadillac; Leon J. Campbell, Muskegon; Alfred Duquoy, Alpena; George G. Field, Bay City; P. K. Gage, Detroit; Don M. Griswold, Grand Rapids; Will Gleason, Marlette; Robert S. Jennings, Charles King, Maple City; Frank W. Keillor, Clifford; Max Ladwig, St. Joseph; Albert Mallard, Detroit; Warner McSweeney, Reed City; Claude A. Randall, Grand Rapids; Ernest Stegmeyer, Saginaw; E. J. Van Sickland, Clifford; M. J. Watters, Marlette; Arthur Blakely, Tuslain; Clark B. Cretsinger, Kalamazoo; Leland A. Foster, Chelsea; William H. Grinnell, Midland; Lee Garvey, Mt. Pleasant; Joseph H. Grazeadel, Port Huron; Chris. Hansen, Ludington; E. Walter Jongejan, Grand Rapids; John P. Kowalski, Manistee; William S. Leach, St. Clair; Clyde R. Livings, Jackson; Thomas Martin, Grand Rapids; Roy A. Randall, Grand Rapids; Henry Ratz, Howell; William Settersten, Menominee; John Van Holt, Kalamazoo; and A. A. Woolpert, Kalamazoo.

The next meeting of the board will be held at Ann Arbor January 16, 17 and 18, 1906.

### Registered by the Kansas Board of Pharmacy.

At a meeting of the Kansas State Board of Pharmacy, held at Hutchinson, Kan., November 15, 1905, there were 43 applicants present to take the examination, 23 of whom passed the examination and were registered. The following are the names of those who passed:

Louise B. Buford, Nickerson; James W. Brown, Topeka; T. D. Blasdel, Haven; Ed. B. Cummings, Bronson; A. B. Cleverdon, Leavenworth; L. L. Cole, Hutchinson; Elmer Finley, Ft. Scott; E. R. French, Herndon; Walter I. Hess, Humboldt; H. W. Kessel, Pittsburg; O. R. Kearby, Edna; Mart P. Kuhn, Toia; Mamie A. Mullenbruch, Fairview; Mrs. William B. Roche, Geneseo; Otto H. Rummel, Waterville; John

Routsahn, Leavenworth; W. H. H. Smith, Alta Vista; Alex. H. Tripod, Bucklin; Eva H. Tillotson, Newton; Arthur Tarbet, Florence; Hugh Wallace, Phillipsburg; W. Ogden Weeks, Mankato, and John H. Waterman, Washington.

Assistant Pharmacist: Nora Clymer, Greenburg.

W. J. Janeway, Crestline, was registered since the last meeting of the board by virtue of being a graduate of a recognized college of pharmacy.

Since the last meeting of the board duplicate certificates were issued to Frank B. Broderick, Holton, and James H. Field, Winchester.

Following are the names of those who were restored to the register during the last quarter:

W. D. Groff, Nortonville; H. G. Ferris, Moline; Taylor Riddle, Jr., Alton; Henry J. De Vries, Helper; C. H. Kerr, Independence; Albert N. Miller, Junction City; E. P. Miller, Junction City; A. L. Ross, Chanute; Clarence A. Carter, Junction City; Frank Hardesty, Chanute; John H. Bordeaux, Wichita; C. W. Baldwin, Osborne.

Licenses were issued to the following merchants during the past quarter:

E. P. B. Wilder, Sharon Springs; O. J. Benson, Gove City; Skonberg Bros. & Co., Rapp; J. W. Bean, Seward; W. W. Stice, Beman; F. V. Frankenstein, Alexander; R. N. Rahn, Broughton; M. F. Roller, Rexford; B. F. Cantrell, Barnard; M. D. Smith, Mortimer; John Wall, Clonell; V. H. Wagner, Alden; H. C. Hamlet, Crestline; B. H. Jordon, Waldron; Rein H. Wohler, Rossett; L. S. Derby, Clayton; George S. Hoerath, Herkimer; J. G. Pettet, Basehor; O. J. French, Corbin.

The next meeting of the board for examination will be held at Atchison, February 15, 1906, beginning at 9 a.m. Those desiring to take the examination should notify the secretary, W. E. Sherriff, Ellsworth, at least five days before the date of meeting, who will furnish the necessary blanks on application.

### The Illinois Board.

At the meeting of the Illinois State Board of Pharmacy in Chicago November 13-12 23 of the 55 applicants for registered pharmacist, 15 of the 28 applicants for assistant pharmacist and 8 out of a class of 12 applicants for locality registration were successful. Their names follow:

Registered Pharmacist—Lee E. Ennis, Samuel M. Farrar, Ray Porter Kile, Cornelius F. Koehler, Arthur F. Kohn, Henry J. Krueger, Charles F. Lenz, Michael J. Markowski, Clarence S. Norton, John G. Roesing, George L. Scharringhausen, Hugo J. Schumm, Julius H. Schmidt, Fred L. Shelby, August Sundline, John A. Thomas, Isaac Leslie Walton, Wallis B. White and David Zamentowsky, of Chicago, and Ethelyn Belle Arnold, Watseka; Bertram L. Briethaupt, Peoria; Edwin V. McAllister, Geneva, and Adolph A. Puhl, of Fairbury.

Assistant Pharmacist—Frank H. Cavanagh, Edward De Stefano, Henry L. Eberhardt, Thomas M. Glenn, George F. Haffner, William M. E. Hawk, George N. Huard, John D. Lyons, Herbert A. Petry, Will C. Quinn, Frederic G. Ruggles, Harvey A. Waston and Rufus E. G. Zaleski, of Chicago; John A. Klingstedt, Rockford, and Thomas J. Mulligan, Braceville.

Locality Certificates—Corydon DeKalb Bundy, Broadlands; J. Ottis Hart, Carrier Mills and Carl E. Tragardh, Rockford; Frank C. Cooper, Solomon Epstein, Fred L. Fanaff, Peter P. Jirka and Carl A. Strom, all of Chicago.

The next meeting of the Board of Pharmacy for the examination of applicants for registration will be held in Springfield on Tuesday, January 16, 1906.

On Tuesday, February 20, 1906, the board will hold a meeting in Chicago for the examination of applicants who have not heretofore passed the preliminary test required by the board. On the following day, Wednesday, February 21, an examination will be conducted for those who have passed the preliminary examination required by the board.

The board has suspended the registered pharmacist certificate of John S. Roach. Roach passed a successful examination before the board, but it later developed, according to F. C. Doods, the board's secretary, that he had filed fraudulent affidavits in support of his application for registration.

### Close Their Stores at 9 P.M.

Druggists of Waynesboro, Pa., have decided to close their stores at 9 p.m. The agreement took effect October 2 and is to remain in force until April 1.

# HEARN WEST FOURTEENTH STREET NEW YORK

**NO** DRUGS  
GROCERIES  
LIQUORS **BUT** EVERYTHING  
IN  
DRY GOODS

## BINDERS

FOR

### AMERICAN DRUGGIST

PRICE \$1.00

Cloth, with title in gold, with patent clasps,  
so that numbers may be inserted semi-monthly.

*Sent upon receipt of price.*

**American Druggist Pub. Co.**

62-68 West Broadway, New York City

## WARNING.

The trade are warned that certain persons are offering adulterated and inferior meat extracts in packages which infringe the trademarks of LIEBIG'S EXTRACT OF MEAT CO., LTD.



In order to deceive, the salesmen in some instances even represent themselves to be connected with the original Liebig Company.

Dealers are warned that these imitations have no connection whatever with the Liebig Company, and in selling same they render themselves liable to prosecution for substitution and infringement of the Liebig Company's rights.

If any dealer is in doubt about the meat extract in his possession being genuine LIEBIG COMPANY'S Extract, we shall be happy to report on it if he will mail us the outside wrapper from one of the jars.

Every jar of the genuine

### LIEBIG COMPANY'S Extract of Beef

bears this exact

signature



in blue.

**CORNEILLE DAVID & CO.,**  
120 Hudson St., New York,

Sole agents for Liebig's Extract of Meat Co., Ltd.

Established 1865.

# Specify MERCK'S

on your orders for

## COCAINE HYDROCHLORATE

MERCK was the First to Manufacture COCAINE HYDROCHLORATE

*Kindly mention AMERICAN DRUGGIST when writing to Advertisers.*

**Professor Lloyd and Mark Twain's Birthday.**

At the birthday dinner to Mark Twain at Delmonico's on Tuesday, December 5, which was attended exclusively by writers, men and women, pharmacy was well represented by one of its most eminent exponents—a gentleman who has also attained fame in literary fields. This was Prof. John Uri Lloyd, of Cincinnati, author of "Etidorpha," "Stringtown on the Pike," "Red Head" and other novels and tales of the imagination. The speech of the guest of the evening was in Mark Twain's most characteristic style. Having reached his seventieth birthday, he undertook to teach others how to live to be seventy in the following terms:

We have no permanent habits until we are forty. Then they begin to harden, presently they petrify, then business begins. Since forty I have been regular about going to bed and getting up—and that is one of the main things. I have made it a rule to go to bed when there wasn't anybody left to sit up with, and I have made it a rule to get up when I had to. This has resulted in an unswerving regularity of irregularity. It has saved me sound, but it would injure another person.

In the matter of diet—which is another main thing—I have been persistently strict in sticking to the things which didn't agree with me until one or the other of us got the best of it. Until lately I got the best of it myself. But last spring I stopped frolicking with mince pie after midnight. Up to then I had always believed it wasn't loaded.

And I wish to urge upon you this—which I think is wisdom—that if you find you can't make seventy by any but an uncomfortable road, don't you go. When they take off the Pullman and retire you to the rancid smoker, put on your things, count your checks and get out at the first way station where there's a cemetery.

I have made it a rule never to smoke more than one cigar at a time. I have no other restriction as regards smoking. I do not know just when I began to smoke; I only know that it was in my father's lifetime and that I was discreet. He passed from his life early in 1847, when I was a shade past eleven. Ever since then I have smoked publicly.

To-day it is all of sixty years since I began to smoke the limit. I have never bought cigars with life-belts around them. I early found that those were too expensive for me. I have always bought cheap cigars—reasonably cheap, at any rate. Sixty years ago they cost me four dollars a barrel, but my taste has improved latterly, and I pay seven dollars now.

As for drinking, I have no rule about that. When the others drink I like to help; otherwise I remain dry, by habit and preference. This dryness does not hurt me, but it could easily hurt you, because you are different. You let it alone.

I have never taken any exercise except sleeping and resting, and I never intend to take any. Exercise is loathsome. And it cannot be any benefit when you are tired; I was always tired. But let another person try my way and see where he will come out.

I desire now to repeat and emphasize this maxim: We can't reach old age by another man's road. My habits protect my life, but they would assassinate you.

**The Murine Eye Remedy Company's N. A. R. D. Offer.**

The Murine Eye Remedy Company, of Chicago, offers to the N. A. R. D. \$1 out of every \$6 received on their special coupon offer. This offer gives 100 per cent. profit on the goods to the retail druggist. These coupon offers are being mailed to the retail drug trade who, if they want to help secure profit for the N. A. R. D., should fill out the \$6 coupon order blank, attach it to the original contract and forward both to the Murine Eye Remedy Company, Chicago, keeping the duplicate contract for reference. The goods offered are staple sellers, and being extensively advertised can be stocked with safety.

**May Inherit \$180,000.**

Anderson, Ind., November 24.—If he has not been deceived by a letter from New Yorkers who represent that they are closing up the affairs of his uncle, Henry Gante, a druggist of this city is in a fair way to inherit \$180,000. The letter represents to Mr. Gante that his uncle, Emanuel Gante, had died recently at Barcelona, Spain, leaving a fortune of more than a million dollars and that Mr. Gante, of this city, is entitled to a nephew's share of \$180,000. Mr. Gante knows nothing of the fortune, but he says he had an uncle abroad.

**Recent Customs Decisions.**

According to a decision of the Board of General Appraisers on the protest case of Catton, Bell & Co., Little's sheep dip, the main component of which is a product of coal tar, is dutiable at 20 per cent. ad valorem as a coal tar product. The board held that it was not a chemical compound, but rather a mechanical mixture, the chief ingredient of which is a derivative of coal tar, and therefore assessed it as a coal tar product, reversing the action of the collector at San Francisco in assessing it for duty at 25 per cent. ad valorem as a chemical compound.

Dried papan milk in the form of small lumps, imported at Dayton by Loy & Wood, was assessed for duty as a drug advanced in value.

Chr. Hansen's Danish lactic ferment has been held to be dutiable at 5 cents a pound by the General Appraisers as being composed chiefly of sugar of milk. The article, which was imported at New York by Amerman & Patterson, is not enumerated in the tariff act.

**H. K. Mulford Company Loyal to the Retail Trade.**

The H. K. Mulford Company, of Philadelphia, makes the following significant announcement to the drug trade of the United States:

"In view of the recent proceeding in the United States Circuit Court brought by C. G. A. Loder, in which he has recovered a verdict of \$20,000, we deem it advisable to state our position clearly.

"It has been our policy to refuse to sell or solicit business from any individual, firm or corporation known as aggressive cutters, catalogue or mail order houses, or from department stores. Our action has always been independent of what any other firm, corporation or association may do, as we appreciate the fact that the cutting of prices demoralizes the general trade and interferes with our welfare.

"In order that the policy of our house may be clearly understood, we beg leave to advise you that acting upon our own initiative, and upon our individual rights, we shall continue to refuse to accept direct or indirect business from druggists known as aggressive cutters, catalogue or mail order houses, or from department stores.

"We believe the policy of aggressive cutting is solely a selfish one, and a design to secure for a very few, usually of large capital, unfair advantage over the general trade."

This announcement, which is dated December 1, after the rendition of the verdict in the Loder case, is based on the following letter of advice from W. Horace Hepburn, the attorney of the H. K. Mulford Company:

**LAW OFFICES OF**

W. HORACE HEPBURN, WILLIAM A. CARR, SIDNEY L. KRAUSS,  
1335 ARCH STREET, PHILADELPHIA, December 1, 1905.  
H. K. Mulford Company, 428 South Thirteenth street.

Gentlemen,—I have considered your inquiry respecting the subject of your refusing to sell goods manufactured by your house to what is known as aggressive cutters.

I understand that you have adopted a policy, which has been in force for many years, of refusing to sell the goods manufactured by you to aggressive cutters, and that this policy was entered upon because you believed it to be to the best interest of your company to dispose of your manufactured products to the retail trade generally throughout the country, and thereby secure to you a wider distribution of your manufactured product.

I advise you that in my judgment it is entirely lawful for you to refuse to sell your products to aggressive cutters, and you are not called upon to give any reason for such refusal; it is sufficient that you believe it to be to the best interest of your house. The fact that the method adopted by you prevents the aggressive cutter from disposing of your goods at cost, or below cost, or that it tends to enhance the price of the commodity manufactured by you, is not of the slightest moment.

If, therefore, you deem it to your best interest not to sell aggressive cutters, you may continue to do so. The life of trade depends upon your absolute right to do as you please with your own products, so long as you do no unlawful act in disposing of the same. In the carrying out of your policy I would suggest and advise you that your acts be free from any alliance with others engaged in a similar business, or any combination or association of persons engaged in the wholesaling, retailing and vending of your product, or similar or allied products.

Hopeing that the above will answer your inquiry upon this subject.

I am  
Yours very truly,  
(Signed) W. HORACE HEPBURN.

This is strong evidence of the real friendliness of the H. K. Mulford Company for the legitimate drug trade, and the retail trade should show in a substantial manner their appreciation of the stand taken by this firm.

**BUY A GROSS AND SAVE 5 and 2½ PER CENT.**

THE KIND YOU  
HAVE ALWAYS  
HANDLED

**CASTORIA**

IT PAYS  
TO HANDLE  
RELIABLE GOODS

\$33.60 Per Gross.

Jobbers Sell in Gross Lots,  
5 Per Cent. and 2½ Per Cent. OFF.

\$2.80 Per Dozen.

**THIS IS THE GENUINE.**

Send for Cards, Cartons and Counter Wrappers.

THE CENTAUR COMPANY,  
77 MURRAY STREET, NEW YORK CITY.

*Chas. H. Fletcher* President,

**BUY A GROSS AND SAVE 5 and 2½ PER CENT.**

—Who can't sell 12 dozen per annum?—

Cucumber and Elder Flower Cream.

Quick Hair Restorer.

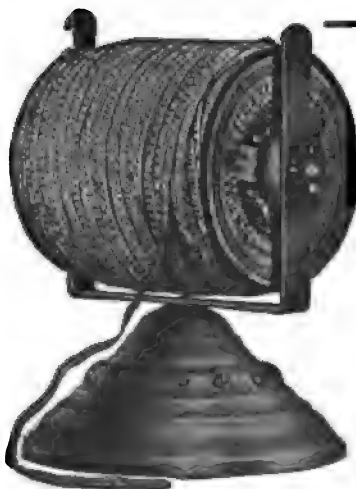
**Tomorrow  
Is the  
Day  
That  
People  
Order  
Things  
That  
Never  
Get them**

THIS must be so or we wouldn't be saying it—and perhaps you know of some things you were sure you were going to order "tomorrow" that haven't showed up yet. We would like to suggest that TODAY you write us asking for a trial package of our handsome and impressive advertising matter that sells the goods. We've been offering this trial package of expensive printed matter which, together with the express, costs us over a dollar, for one cent—the price of a postal card—and we'll keep on offering it in the hope that we'll catch you tomorrow if not today. Our advertising matter in your store will increase your sales; it positively will; and you won't have to order a penny's worth of our goods till you want to. We're doing a lot of high-class magazine advertising, and the counter advertising supplements this and adds to its value. Let us send you the package today—to increase your business.

**MRS. GERVAISE GRAHAM,**  
1262 Michigan Ave., Chicago, Ill.



MRS. GERVAISE GRAHAM



**EVERY CUSTOMER ADVERTISES YOU**

If you tie your parcels with

**Reis' Advertising Tape**

It is strongly woven and finished like silk; made in many bright color-shades and different widths—from 1-16 to 1-4 of an inch. Saves time in packing because it sets flat and snug around the parcel and neither slips nor breaks in tying. REIS' ADVERTISING TAPE carries your name and address plainly printed from four to ten times every yard, providing a novel way of making EVERY CUSTOMER ADVERTISE YOUR BUSINESS. It's inexpensive.

Write For Samples—Free

**G. REIS & BRO.,**



Dept. B.

640 Broadway, New York.



## Hints to Buyers.

In ordering ointment boxes of your jobber be sure and specify "Mt. Washington." This line of goods is made of various woods. They are impervious to oils and even to liquids, and are not only strongly put together, but have the added advantage of sightliness.

Victor Koechl & Co., of 122 Hudson street, New York, are sole American agents for Lanoline "Liebreich" and Adeps Lanae "B. J. D.," both anhydrous and hydrous. These goods may be recognized by the Dartring trademark and may be obtained from all jobbing druggists.

Most of the assayed drugs which were put upon the market 20 years ago by Gilpin, Langdon & Co., of Baltimore, have been incorporated in the last revision of the U. S. P. This is a substantial compliment and a deserved one to a house that has done original and valuable work in pharmacy. Druggists may obtain a price-list upon application.

The Quaker City Drug Mill will be sent on trial to druggists by mentioning the AMERICAN DRUGGIST when ordering. This little mill is not alone inexpensive, so as to be within the reach of all, but it is capable of grinding all kinds of difficult substances. A descriptive booklet may be obtained by applying to A. W. Straub & Co., of 3737 Filbert street, Philadelphia, Pa.

The firm of Justus Brauer & Son, of 248 North Front street, Philadelphia, was established in 1865, and their reputation as manufacturers of prescription corks stands very high. As druggists have learnt to their cost, it is a dangerous thing to buy prescription corks from miscellaneous sources. We very heartily commend this old house to the attention of our readers.

Syringe boxes of white wood, bass, oak, ash, etc., may be had of Henry H. Sheip & Co., 529 Columbia avenue, Philadelphia, Pa. This old house has exceptional facilities for turning out fine work at close prices and has established a name for itself in the matter of prompt delivery. Concerns in the market for goods of the kind should certainly get samples and quotations from this house.

The C. L. Flaccus Glass Company, of 41 Barclay street, New York, is sole selling agent for the famous Appert glass containers, an advertisement of which will be found in this issue. These goods are particularly valuable for laboratory and storage uses, as the glass is of such a character as to resist the action of acids and of climatic conditions, as well as being so tough as to be practically indestructible.

Particular attention is invited to the advertisement of the Osborn-Colwell Company, of 46 Cliff street, New York. This firm of pharmaceutical manufacturers has made a distinct place for itself in the estimation of the retail drug trade. Its goods are always strictly high grade and attractively packed. The Osborn-Colwell Company's treatment of the retailers has done much to make them warm and abiding friends.

In ordering vaccines and antitoxines for veterinary use specify Pasteur and you will get the original products of the Pasteur Laboratories, Paris, France, established by the famous discoverer, Pasteur, in 1854. The Pasteur Vaccine Company has three branches in this country—namely, New York, Chicago and San Francisco—and has branches in most of the countries of the world as well.

Licorice is the old-fashioned and very popular remedy for coughs and colds, and in this connection the advertisement of the National Licorice Company, of 106 John street, Brooklyn, N. Y., would be of interest. The line of licorice specialties made by this concern have a strong popular demand and should be carried in stock by every interested dealer. Advertising matter for counter and window display will be furnished upon application. It is particularly requested when advertising matter is asked for that the brand of licorice used be specified.

The old style shaving brush and the new are cleverly illustrated in the advertisement of the Rubberset Brush Company, of 61 Ferry street, Newark, N. J. The particular feature of this new form of brush is that the bristles are permanently im-

bedded in hard, vulcanized rubber and cannot by any means fall out. Not only is the brush durable, but it is one of the handsomest on the market. By writing the company for catalogue K interesting information on this brush may be obtained. It is something that every druggist should sell. It gives unquestioned satisfaction to the customer.

We invite the attention of AMERICAN DRUGGIST readers to the facilities of the American Ferment Company for supplying special formulas of powder pills in quantities. This concern has succeeded in producing a particularly slightly and soluble pill of this character, which is shown by the long list of goods they are manufacturing for this and other countries under their own name. Retail druggists can stock this line with advantage to themselves and to the prescribing physician. The advertisement of the house will be found in another part of this issue.

### Plausible Theory.

"I think I'll try filling the tires of my automobile with illuminating gas," said the amateur chauffeur.

"Good joke," gurgled his fool friend. "Expect to make it light. Ha! Ha!"

"Nothing of the kind," rejoined the amateur chauffeur. "I thought it might increase the speed of the machine. Just think how the stuff makes the wheels of a gas meter spin around."—*Columbus Dispatch.*

### The Uses of Ammonol.

A full realization of the progress of medicine hardly ever comes home to one until a person is ill himself. Then, in all probability, his first desire will be for relief from pain. In no department has modern medical practice made greater strides than in the milder methods of relieving pain. Every physician frequently needs a medium which not only furnishes this relief, but also exerts a healthful stimulating effect on the general system. Ammonol possesses these characteristics, and is well and favorably known to physicians and druggists. It is claimed to be a stimulant and possesses analgesic and antipyretic properties. The Ammonol Chemical Company, of New York, is the manufacturer, and it puts it up in 1-ounce bottles only.

### Gascony Wine.

The *Daily Telegraph*, commenting on the drinking customs of a hundred years ago, gives the recipe for the above-named marvelous confection. Take ginger, galangal, cinnamon, nutmeg, grains of paradise, cloves bruised, fennel seed, caraway seed and origanum, one ounce of each. Sage, wild marjoram, pennyroyal, mint, red roses, thyme, pellitory, rosemary, chamomile and lavender, one handful of each. Beat the spices small, bruise the herbs, put all into an alembic with wine for twelve hours, then distil. The rare distinction attaching to this preparation is that it "comforts the vital parts, cures dropsy and keeps the old alive." Venice treacle was also warranted to "rectify and maintain the body, clarify the blood, surfeit the cheek, perfume the skin, tinct the hair and lengthen the appetite."

### "The Soap That Makes You Pretty."

John R. Thompson, of the P. C. Schilling Company, Pittsburgh, favors us with the following verses, which he is using to advertise NARD soap:

The druggist said with a smile so bland,  
Of the cake of soap in his outstretched hand,  
"This one is NARD, the leading brand,  
The soap that makes you pretty."

Mama said to Baby Fred,  
"Wash 'im first and then to bed."  
"Use NARD Soap on me," he said—  
"The soap that makes you pretty."

The maiden asked of her drug-clerk beau,  
"What soap is the best? I know you know."  
"It's NARD," he answered, bowing low,  
"The soap that makes you pretty."

Oh, see the dude—his cheeks aglow,  
And his little hands as white as snow,  
He used NARD Soap to make them so—  
"The soap that makes you pretty."

# VIGORAL CASE OFFERS

## VIGORAL

### THE MOST DELICIOUS OF ALL HOT BEEF DRINKS

The success of our Vigoral Case offers has tempted others to adopt similar methods, and in some instances packages and labels so closely resembling ours that it is difficult to distinguish between them.

We ask that you specify "Armour's" or "Vigoral" in ordering. This protects against inferior quality.

All jobbers carry our goods in stock, and will supply you with any quantity desired.

## HOT DRINK SUPPLIES

### CHINA URN CASE



#### CARNATION CHINA URN CASE

Price, \$25 East and \$30 West of Missouri River  
(Price of urn when not in this Case, \$10 net)

This Case, in addition to having \$25 worth of supplies, with which may be served about 2,000 drinks, has a beautiful Carnation China urn, 6 Carlsbad China mugs, signs, hangers, etc.

**SHIELD BRAND EXTRACT of BEEF**—Packed in 2, 5 and 10 lb. tins and jugs, and up.

**"AA" BRAND EXTRACT of BEEF**—Solid and Fluid. Packed in 2, 5 and 10 lb. tins and jugs, and up.

**ARMOUR'S TOMATO BOUILLON**—Packed in 2 lb. fancy jugs, 5 lb. bottles, etc.

**ASPAROX**—Packed in 2 lb. fancy jugs and 5 lb. bottles.

**FRENCH BOUILLON**—Packed in 2 lb. fancy jugs, 5 lb. bottles, etc.

**CELERY BOUILLON**—Packed in 2 lb. fancy jugs and 5 lb. bottles.

**MOCK TURTLE**—A delicious drink. Packed in 2 lb. fancy jugs and 5 lb. bottles.

**CHICKEN BROTH**—Packed in 1 lb. tins only.

### VIGORAL URN CASE



#### VIGORAL URN CASE

Price, \$20 East and \$25 West of Missouri River  
(Price of urn when not in this Case, \$7 net)

This Case, in addition to having \$20 worth of supplies for serving hot drinks (sufficient to make about 1,600 drinks), has a handsome nickel-plated urn, with reservoir, and half a dozen Carlsbad China mugs, signs, hangers, etc.

## VIGORAL CASE OFFERS

**VIGORAL CRYSTAL CASE**—Price, \$15.00. This Case contains 2 cut glass, separable water bottles, 6 Carlsbad China mugs, hangers, signs, etc., in addition to supplies to the value of \$15, sufficient to make about 1,100 drinks.

**COMBINATION VIGORAL CASE**—(Price, \$10. This is the original Hot Drink Case). Each Case contains 4 2 lb. fancy jugs of Vigoral (enough to make about 800 drinks), and half a dozen champagne glasses, signs, etc.

**VIGORAL DISPENSING CASE**—Price, \$7.20. This Case contains an assortment of Beef Extract, Vigoral and Tomato Bouillon to the value of the price of the Case; also half a dozen Carlsbad China mugs, glass signs, hangers and other advertising matter.

*Order through your jobber. All the good hot drink season is before you.*

# ARMOUR & COMPANY, Chicago

**Equal to the Emergency.**

Dr. S. M. Brickner tells this story of a reporter for a New York newspaper who was assigned to cover a mysterious death in Harlem. He telephoned the city editor and said that the death was caused by uric acid poisoning. He immediately received instructions over the telephone to "visit every druggist in Harlem to ascertain who sold or purchased uric acid."—*Alumni Report.*

**The Pacific Coast Borax Company.**

The Pacific Coast Borax Company, the producer of the famous "20 Mule Team" brands of Borax, Soap, Boraxo, Boric Spangles, Boric, etc., has recently established an advertising and publicity department. With the thorough organization of this department, the large appropriation for the coming year and the plans for spending this money judiciously, the trade may expect a constantly increasing demand for "20 Mule Team" kitchen, laundry and toilet requisites.

**A Pharmaceutical Author.**

The *Bollettino Chimico-Farmaceutico* reports the death of Sig. Silvio Plevani at Pontevico. Sig. Plevani was well known in pharmaceutical circles on account of his books on pharmacy. He founded the *Giovanni Polli*, a weekly pharmaceutical review, in Pontevico, and to him was also due the publication of the *Revista Internazionale Ebdomadaria di Farmacologia e Scienze Affini*, in Milan, which became fused with the *Corriere Sanitorio*, of the same town. He was a member of various scientific societies, Italian and foreign, and among his books were a "Manual of Galenical Pharmacy and New Remedies," the "Polygot Dictionary of Pharmacy, Chemistry, Therapeutics and Hydrology," and "Pharmaceutic Technique." The committee intrusted with the translation of the Geissler and Moeller "General Encyclopædia of Pharmacy" was presided over by him. He was recently appointed a member of the commission on the laws on the adulteration of wines, and drafted a law thereupon which was adopted by the commission.—*Chemist and Druggist.*

**A Special Premium Offer.**

On page 57 will be found the advertisement of the Chichester Chemical Company, Philadelphia, which should interest every retail druggist. This company announces a special premium offer which gives the dealer an extra profit of \$6 per dozen on Chichester's Pills. This special premium consists of half a dozen boxes of their new \$1 trial size Chichester's Pills with every purchase at one time of one dozen of the regular \$2 size. As Chichester's Pills are recognized everywhere as a standard emmenagogue, the retailer assumes no risk in purchasing in dozen lots.

The Chichester Chemical Company calls especial attention to and emphasizes the fact that its remedy, Chichester's Pills, is in no sense an abortifacient, not intended for and cannot be used to prevent conception, induce miscarriage, nor produce abortion.

Drop the company a postal to 2315-19 Madison square, Philadelphia, Pa., and it will send you premium order blanks covering its offer, as well as application blanks for membership in their newly organized C. C. Co. Spatula Club.

**Papaya Juice.**

A. J. Lespinasse, United States Consul at Tuxpam, Mexico, describes the collection of papaya juice as follows: Papaya juice is extracted from the fruit of the papaw tree, which grows rapidly, attaining its full bearing capacity in a year. It produces from 40 to 50 papaws of a dark green color, ripening to a deep yellow, in shape resembling a squash. A very light superficial incision is made in the fruit, from which exudes a clear, water-like juice, which, on exposure to the air, becomes opaque. As it drips from the fruit it is received in a porcelain-lined receptacle. As it is very corrosive metal receptacles would injure its appearance and qualities. It possesses great digestive virtues, and the refined article is considered superior to all

animal pepsins. After the desired quantity has been collected the juice is placed in shallow porcelain or glass lined pans and allowed to evaporate. While this is not a very delicate or difficult operation, it requires considerable attention, so that the juice will dry uniformly and the product be white and well granulated. In its granulated state it is shipped to the United States, undergoes a refining process and is sold as the papaw of commerce for medicinal purposes. The ripe papaw is palatable and an excellent aid to digestion. Meat wrapped in papaw leaves for a short time becomes quite tender without any impairment in appearance or taste. In extracting the juice the hands should be protected by rubber gloves, as in its crude state it attacks the tissues. An average tree will produce about one-fourth of a pound of the granulated juice. It sells in the United States for from \$4 to \$6 per pound in the crude state.

**Baseball in the Bible.**

The Devil was the first coacher. He coached Eve. She stole first. Adam stole second. When Isaac met Rebecca she was walking with the pitcher. Samson struck out a good many times when he beat the Philistines. Moses made his first run when he slew the Egyptian. Cain made a base hit when he killed Abel. Abraham made a sacrifice. The prodigal son made a home-run. David was a long-distance thrower, and Moses shut out the Egyptians at the Red Sea.—*Drug Topics.*

Let's see, didn't Paul make a short stop at Athens?

**Kuttruff-Pickhardt Incorporation.**

The Continental Color & Chemical Company has been incorporated under the laws of the State of New York. The directors are Adolf Kuttruff, I. J. R. Muurling, Carl Pickhardt and William Diestel. The management of the company is vested in an Executive Committee, consisting of Adolf Kuttruff and I. J. R. Muurling. From January 1, 1906, the company will have the exclusive sale in the United States of America and Canada of the products of the Badische Anilin and Soda Fabrik, Ludwigshafen and Farbenfabriken, vormals Friedr. Bayer & Co., Elberfeld, the business of Kuttruff, Pickhardt Co. and the Farbenfabriken of Elberfeld Company being transferred to the new company. The New York offices of the company will be located at 128 Duane street. The company will have branches in Boston, Providence, Philadelphia, Chicago, Charlotte, N. C., and in Canada.

**Taylor Bros.' New Thermometer Factory.**

During the 53 years that Taylor Brothers Company, of Rochester, N. Y., has been making quality thermometers for the trade it has several times been obliged to move into larger quarters to accommodate the constantly increasing demand.

To provide for future as well as past growth the company has purchased a tract of some 4 acres, on which it has erected a model manufacturing plant having 85,000 feet of floor space with room for three times present space.

The building has a frontage of 280 feet and is arranged in the form of the letter "E," so that the manufacturing is done in four wings, each wing 40 feet wide, thus giving that important advantage—plenty of light.

While the building is situated within 100 yards of the main street in Rochester, N. Y., it has special transportation advantages, being located on the line of the New York Central and having its own switch for fuel, supplies and shipping purposes.

To give an idea of the extent of this business it is only necessary to say that the space needed for handling the office work alone is 40 x 130 feet, or 5,200 square feet.

This building not only trebles its capacity, but gives it many other advantages such as naturally follow manufacturing carried on under modern factory equipment.

Host: "I've been smoking an awful lot of cigars lately."

Guest (who has been offered one): "Well, if this is a sample, I don't doubt your word, old man."

**THE HENRY BABY STARTED RIGHT**  
Healthy and Vigorous—Not Fat, but Solid.

**BABY WASTING AWAY; DANGEROUS CANE SUGAR**

**BABIES CAN BE MADE STRONG OR WEAK**

**A FAMOUS AUTHORITY**  
Fothergill, the authority of London Food is the healthiest (e and

**ADVICE TO MOTHERS ABOUT BABIES' DIET**

**ON THE \$2-\$4-\$8 BASIS**

That is one reason why Lactated Food is endorsed by all Retailers.

Here are some more:—

**REASON No. I.**—Lactated Food is the only protected food upon the market. You can't help making a big profit.

**REASON No. II.**—Lactated Food is the only standard food on the \$2-\$4-\$8 basis.

**REASON No. III.**—Lactated Food is universally indorsed, and has the good will of all leading physicians.

We are pushing Lactated Food with vigorous newspaper advertising. Keep your stock up.

**WELLS & RICHARDSON CO., - Burlington, Vt.**

**LACTATED FOOD CONTAINS**  
MILK SUGAR allays irritation, improves digestion, and supplies bodily warmth.  
WHEAT forms muscle and tissue.  
BARLEY MALT partially pre-digests the food.  
LIME PHOSPHATE makes strong bones.  
MILK makes fat and warmth.

**BEST FOR BABY FOOD**  
The Best and Most Thoroughly Scientific Food for Babies.  
SOLD IN 4 SIZES AND RECOMMENDED BY ALL REPUTABLE DRUGGISTS.  
Wells & Richardson Co., Props., Burlington, Vermont.

**FOOD**  
The Best and Most Thoroughly Scientific Food for Babies.  
RECOMMENDED AND SOLD BY ALL REPUTABLE DRUGGISTS.  
Ask Your Druggist for "THE BABY BOOK."  
Wells & Richardson Co., Props., Burlington, Vermont.

# AMERICAN CAN COMPANY,

Manufacturers of

## Standard Druggist Tinware



We carry in stock a full assortment of Miller, Taite, Gill and Norton styles of Boxes. These Boxes have an established reputation among Druggists. Seamless Boxes of all sizes, styles and designs carried in stock by every leading jobber in the country.

**Principal Offices:** New York, Baltimore, Chicago, San Francisco.

### LOCAL SALES OFFICES

Boston  
Philadelphia  
Buffalo  
Detroit

Pittsburg  
Richmond  
Atlanta  
Cleveland

Toledo  
Cincinnati  
St. Louis  
New Orleans

Kansas City  
Denver  
Los Angeles  
Portland

Seattle  
St. Paul  
Milwaukee  
Havana

**The STANDARD PRESCRIPTION -CORKS- ... OF ... THE WORLD**

**ARMSTRONG CORK CO.**

There is a Sparkle and Dash to a Drug Store equipped with

### Andrews Steel Rod Furniture

that makes it attractive to customers and secures and holds their trade—Cheerful people, the kind who spend money, like cheerful surroundings and go where they are to be found. Andrews Steel Rod Furniture for Drug Stores is cheerful, bright and attractive—Cleanly, convenient, inexpensive—The modern equipment for Drug Stores—Send for Catalogue.

The A. H. Andrews Co., 174 Wabash Ave., Chicago

## SAL HEPATICA

The Original Effervecing  
**SALINE LAXATIVE,  
URIC ACID SOLVENT  
and ELIMINANT**

A Combination of Tonic,  
Alterative and Laxative Salts

similar to the celebrated Bitter Waters of Bohemia, fortified by the addition of Lithium and Sodium Phosphates.

\$2.00, \$4.80 and \$10.20 per doz.  
All Jobbers.

**BRISTOL-MYERS CO.**

Manufacturing Chemists

277-279 Greene Ave.

BROOKLYN, - - - NEW YORK.





# ORIGINAL PACKAGE PRICES.

It should be understood that the prices quoted in this column are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a considerable range of prices.

## Drugs, Chemicals, &c.

|                            |         |       |   |       |
|----------------------------|---------|-------|---|-------|
| Acetanilid.                | lb.     | .30   | @ | .23   |
| Acetate of Lime:           |         |       |   |       |
| Brown.                     | 100 lb. | 1.80  | @ | 1.65  |
| Gray.                      | 100 lb. | 2.35  | @ | 2.40  |
| Acetone.                   | lb.     | .15   | @ | .18   |
| Acid:                      |         |       |   |       |
| Acetic Com'l.              | 100 lb. | 2.80  | @ | 2.75  |
| Acetic C. P.               | lb.     | .20   | @ | .25   |
| Acetic, Glacial.           | lb.     | .30   | @ | .35   |
| Aquaforis, 98°.            | lb.     | .005  | @ | .004  |
| Aspirin.                   | lb.     | .005  | @ | .004  |
| Benzoic, Ger.              | lb.     | .32   | @ | .35   |
| Boric, Cryst.              | oz.     | .10   | @ | .105  |
| powd.                      | lb.     | .10   | @ | .105  |
| Carbol. cryst., blk.       | lb.     | .12   | @ | .14   |
| lb. bottle.                | lb.     | .20   | @ | .22   |
| Chrysophanic.              | lb.     | 2.50  | @ | 2.65  |
| Citric, dom.               | lb.     | .38   | @ | .39   |
| Sicilian.                  | lb.     | .38   | @ | .39   |
| Gallic.                    | lb.     | .55   | @ | .55   |
| Muriatic C. P.             | lb.     | .10   | @ | .11   |
| Nitric C. P.               | lb.     | .09   | @ | .11   |
| Oxalic, English.           | lb.     | .03   | @ | .05   |
| Phosphoric.                | lb.     | .20   | @ | .21   |
| Picric.                    | lb.     | .26   | @ | .30   |
| Pyrogall.                  | lb.     | 1.60  | @ | 1.75  |
| Salicylic.                 | lb.     | .31   | @ | .34   |
| Sulphuric, 98°.            | lb.     | .01   | @ | .02   |
| Tartaric, crystals.        | lb.     | .29   | @ | .30   |
| powdered.                  | lb.     | .29   | @ | .30   |
| Tannic, cryst.             | lb.     | .48   | @ | .55   |
| Alcohol, grain.            | gal.    | 2.51  | @ | 2.53  |
| wood, 95-97°.              | gal.    | .70   | @ | .75   |
| Alum, Lump.                | lb.     | .45   | @ | .50   |
| Ground.                    | 100 lb. | 1.75  | @ | 1.85  |
| Ammon. carb.               | lb.     | .07   | @ | .09   |
| " bromide, bulk.           | lb.     | .22   | @ | .40   |
| " iodide, bulk.            | lb.     | 4.75  | @ | 4.80  |
| Aniline Oil.               | lb.     | .08   | @ | .09   |
| Salt.                      | lb.     | .08   | @ | .09   |
| Antipyrine (New).          | oz.     | .08   | @ | .18   |
| Arrowroot, Bermuda.        | lb.     | .28   | @ | .40   |
| St. Vincent, in bbl.       | lb.     | .06   | @ | .08   |
| Arsenic: Red Saxon.        | lb.     | .06   | @ | .07   |
| White.                     | lb.     | .03   | @ | .05   |
| Balm of Gilead Buds.       | lb.     | .42   | @ | .43   |
| Balsam Copaliba, Cent.     |         |       |   |       |
| Amer.                      | lb.     | .30   | @ | .35   |
| Para.                      | lb.     | .30   | @ | .37   |
| Flr. Canada.               | gal.    | 8.10  | @ | 8.30  |
| Flr. Oregon.               | gal.    | .70   | @ | .80   |
| Peru.                      | lb.     | 1.00  | @ | 1.05  |
| Tolu.                      | lb.     | .20   | @ | .22   |
| Bark, Angostura.           | lb.     | .35   | @ | .40   |
| Buckthorn.                 | lb.     | .06   | @ | .08   |
| Cascara Sag.               | lb.     | .06   | @ | .08   |
| Cassia.                    | lb.     | .08   | @ | .10   |
| Cotton root.               | lb.     | .08   | @ | .10   |
| Cramp.                     | lb.     | .09   | @ | .10   |
| Elm, select.               | lb.     | .18   | @ | .20   |
| Flne, white.               | lb.     | .05   | @ | .06   |
| Prickly Ash.               | lb.     | .12   | @ | .15   |
| Sassafras.                 | lb.     | .10   | @ | .12   |
| Soap-whole.                | lb.     | .10   | @ | .12   |
| Crushed.                   | lb.     | .10   | @ | .12   |
| Wild Cherry.               | lb.     | .08   | @ | .10   |
| Bismuth, citrate.          | lb.     | 2.80  | @ | 2.85  |
| " ammon. cit.              | lb.     | 3.00  | @ | 3.25  |
| " subnit.                  | lb.     | 2.45  | @ | 2.50  |
| " subcarb.                 | lb.     | 2.70  | @ | 2.75  |
| " subgall.                 | lb.     | 2.50  | @ | 2.55  |
| Bleaching Powder, Eng.     | lb.     | .01   | @ | .015  |
| German R.                  | lb.     | .01   | @ | .015  |
| Domestic.                  | lb.     | .01   | @ | .015  |
| Blue Vitriol.              | lb.     | .06   | @ | .06   |
| Borax, Refined.            | lb.     | .07   | @ | .075  |
| powd. conc.                | lb.     | .07   | @ | .08   |
| crystals.                  | lb.     | .07   | @ | .075  |
| Brimstone, crud. ad.       | ton.    | 22.00 | @ | 22.00 |
| Bromine, bulk.             | lb.     | .04   | @ | .05   |
| Burgundy Pitch.            | lb.     | .04   | @ | .045  |
| Cacao Butter, blk.         | lb.     | .28   | @ | .30   |
| " 12 lb. box.              | lb.     | .34   | @ | .36   |
| Caffeine.                  | lb.     | 2.65  | @ | 2.75  |
| Calcium hypophosphite.     | lb.     | .60   | @ | .65   |
| Cantharides, Chinese.      | lb.     | .50   | @ | .55   |
| " powd.                    | lb.     | .50   | @ | .55   |
| Russian, whole.            | lb.     | 1.25  | @ | 1.40  |
| Cassia Buds.               | lb.     | .30   | @ | .305  |
| Caster Oil, No. 1, bbl.    | lb.     | 10.00 | @ | 11.00 |
| " No. 1, cases.            | lb.     | .11   | @ | .12   |
| " No. 3, bbl.              | lb.     | .09   | @ | .105  |
| " No. 3, cases.            | lb.     | .10   | @ | .115  |
| Caustic Soda.              | lb.     | 1.70  | @ | 1.75  |
| (Halk, Eng. Precip. bulk.  | lb.     | .06   | @ | .06   |
| Chloral Hydrate, crystals. | lb.     | .06   | @ | .065  |
| bulk.                      | lb.     | .06   | @ | .065  |
| crystals, blk.             | lb.     | .06   | @ | .065  |
| Chloroform, bulk.          | lb.     | .25   | @ | .30   |
| Cinchonine Sulph.          | oz.     | 12    | @ | 15    |
| Cocaine Muriate.           | oz.     | 3.25  | @ | 3.50  |
| Cod Liver Oil, Norweg.     | oz.     | 3.20  | @ | 3.40  |
| Cod Liver Oil, Norweg.     | gal.    | 36.00 | @ | 38.00 |
| Newfoundland.              | gal.    | 70    | @ | 75    |
| Colocynth, Trieste.        | lb.     | .33   | @ | .35   |
| Spanish.                   | lb.     | .26   | @ | .27   |
| Copra, car. lots.          | 100 lb. | .45   | @ | .50   |
| single bbls.               | 100 lb. | .45   | @ | .50   |
| Cresote, Beechwood.        | lb.     | .38   | @ | .40   |
| Cream Tartar.              | lb.     | .24   | @ | .25   |
| Cubeb berries, xx.         | lb.     | .18   | @ | .19   |
| powdered.                  | lb.     | .11   | @ | .13   |
| Cutch, bales.              | lb.     | .07   | @ | .08   |
| lumps.                     | lb.     | .06   | @ | .065  |
| Cuttle Bone, Trieste.      | lb.     | .14   | @ | .15   |
| French.                    | lb.     | .13   | @ | .14   |
| Jewellers, la rye.         | lb.     | .40   | @ | .45   |
| " small.                   | lb.     | .40   | @ | .45   |
| Dextrin.                   | lb.     | .03   | @ | .035  |
| Divi Divi.                 | ton.    | 30.00 | @ | 35.00 |
| Dragon's B'd, lump.        | lb.     | .15   | @ | .18   |
| In reeds.                  | lb.     | .10   | @ | .15   |
| Esom Salts.                | 100 lb. | .35   | @ | .40   |
| Ergot, German.             | lb.     | .45   | @ | .46   |
| Spanish.                   | lb.     | .45   | @ | .46   |
| Ergotine, Dom.             | lb.     | .45   | @ | .46   |
| Flowers, Arnica.           | lb.     | .38   | @ | .40   |
| Galendula.                 | lb.     | .38   | @ | .40   |

## Flowers-cont'd

|                           |      |      |   |      |
|---------------------------|------|------|---|------|
| Chamomile, Roman.         | lb.  | .16  | @ | .22  |
| German.                   | lb.  | .15  | @ | .21  |
| Hungarian.                | lb.  | .15  | @ | .21  |
| Isopet, open.             | lb.  | .15  | @ | .17  |
| Half closed.              | lb.  | .26  | @ | .32  |
| Closed.                   | lb.  | .26  | @ | .32  |
| Powder.                   | lb.  | .14  | @ | .22  |
| Lavender.                 | lb.  | .12  | @ | .13  |
| Select.                   | lb.  | .15  | @ | .20  |
| Saffron, Amer.            | lb.  | 1.15 | @ | 1.20 |
| Spanish Alicante.         | lb.  | 4.75 | @ | 4.80 |
| " Valencia.               | lb.  | 8.00 | @ | 8.50 |
| Formaldehyde.             | lb.  | .18  | @ | .09  |
| Glauber Salt, per 100 lb. | lb.  | .50  | @ | .80  |
| Glycerin, C. P. drums.    | lb.  | .11  | @ | .12  |
| " cans.                   | lb.  | .13  | @ | .15  |
| Grains of Paradise.       | lb.  | .11  | @ | .12  |
| Guanaca.                  | lb.  | .65  | @ | .70  |
| Gums: Aloes.              | lb.  | .25  | @ | .30  |
| " Barbadoes.              | lb.  | .06  | @ | .10  |
| " Curacao.                | lb.  | .06  | @ | .10  |
| " Socot.                  | lb.  | .18  | @ | .20  |
| Arabic, 1st pld.          | lb.  | .25  | @ | .35  |
| " 2d pld.                 | lb.  | .19  | @ | .25  |
| " sorts.                  | lb.  | .07  | @ | .11  |
| Asafoetida.               | lb.  | .32  | @ | .35  |
| Benzoin, Sumatra.         | lb.  | .32  | @ | .35  |
| Siam.                     | lb.  | .90  | @ | 1.00 |
| Camphor, red'd, blk.      | lb.  | .52  | @ | .54  |
| cases.                    | lb.  | .82  | @ | .85  |
| Chicle.                   | lb.  | .30  | @ | .35  |
| Gamboge.                  | lb.  | .75  | @ | .80  |
| Guaiac.                   | lb.  | .19  | @ | .25  |
| Kino.                     | lb.  | .22  | @ | .25  |
| Mastic.                   | lb.  | .44  | @ | .47  |
| Myrrh.                    | lb.  | .22  | @ | .32  |
| Oilbanyum.                | lb.  | .06  | @ | .15  |
| Sandarc.                  | lb.  | .14  | @ | .18  |
| Senegal, pld.             | lb.  | .11  | @ | .13  |
| Tragacanth, Aleppo.       | lb.  | .30  | @ | .35  |
| Tragacanth, Turkey.       | lb.  | .30  | @ | .35  |
| Haarlem Oil.              | lb.  | 2.25 | @ | 2.50 |
| Hypophosphite lime.       | lb.  | .45  | @ | .50  |
| " potash.                 | lb.  | .45  | @ | .50  |
| " soda.                   | lb.  | .45  | @ | .50  |
| Ichthyol.                 | lb.  | 4.00 | @ | 4.25 |
| Indigo.                   | lb.  | .90  | @ | 1.25 |
| Insect Pwd. pure.         | lb.  | .14  | @ | .25  |
| Iodine, resub.            | lb.  | 4.15 | @ | 4.30 |
| Iodoform.                 | lb.  | 4.40 | @ | 4.45 |
| Iron citrate, U. S. F.    | lb.  | .41  | @ | .45  |
| " and ammon. cit.         | lb.  | .41  | @ | .45  |
| " and ammon. citrate      | lb.  | .41  | @ | .45  |
| (green scales).           | lb.  | .41  | @ | .45  |
| and quinine citrate.      | lb.  | 1.51 | @ | 1.56 |
| phosphate, scales.        | lb.  | .35  | @ | .38  |
| pyrophosphate, scales.    | lb.  | .35  | @ | .38  |
| quinine and strychnine    | lb.  | 1.90 | @ | 1.95 |
| citrate.                  | lb.  | 1.90 | @ | 1.95 |
| Isinglass, Amer.          | lb.  | .75  | @ | .80  |
| Russian.                  | lb.  | 4.00 | @ | 4.10 |
| Juniper Berries.          | lb.  | .04  | @ | .05  |
| Lanoline.                 | lb.  | .60  | @ | .65  |
| Leaves: Aconite.          | lb.  | .09  | @ | .10  |
| Belladonna.               | lb.  | .09  | @ | .10  |
| Buchu, short.             | lb.  | .14  | @ | .15  |
| " long.                   | lb.  | .14  | @ | .15  |
| Cannabis Indica, tops.    | lb.  | 1.00 | @ | 1.00 |
| Coca, Truxillo.           | lb.  | .18  | @ | .19  |
| " Huanuco.                | lb.  | .35  | @ | .35  |
| Damiana.                  | lb.  | .08  | @ | .10  |
| Digitalis.                | lb.  | .04  | @ | .05  |
| Grindelia robusta.        | lb.  | .08  | @ | .09  |
| Horehound.                | lb.  | .04  | @ | .05  |
| Hyoscyamus.               | lb.  | .04  | @ | .05  |
| Jaborandi.                | lb.  | .14  | @ | .15  |
| Pulsatilla.               | lb.  | .07  | @ | .11  |
| Rose, Red.                | lb.  | .65  | @ | .70  |
| Senna, Red, whole.        | lb.  | .17  | @ | .20  |
| Alexandria, natural.      | lb.  | .10  | @ | .11  |
| garbled and sifted.       | lb.  | .15  | @ | .16  |
| Trinevelly.               | lb.  | .08  | @ | .10  |
| Alexandria, sifted.       | lb.  | .08  | @ | .10  |
| Stramonium.               | lb.  | .08  | @ | .085 |
| Typhural.                 | lb.  | .08  | @ | .085 |
| Yerba Santa.              | lb.  | .11  | @ | .12  |
| Liquorice-mass.           | lb.  | .04  | @ | .10  |
| Spanish.                  | lb.  | .14  | @ | .20  |
| Imported mass Span.       | lb.  | .18  | @ | .24  |
| Stick, Calabria.          | lb.  | .23  | @ | .28  |
| Domestic.                 | lb.  | .16  | @ | .23  |
| Lithia, carbonate.        | lb.  | 1.50 | @ | 1.75 |
| " citrate.                | lb.  | 1.15 | @ | 1.25 |
| Lupulin, Ger.             | lb.  | .18  | @ | .25  |
| Lycopodium.               | lb.  | .55  | @ | .60  |
| Marsdenia, carb.          | lb.  | .12  | @ | .15  |
| Manna, large flk.         | lb.  | .45  | @ | .50  |
| Small flake.              | lb.  | .33  | @ | .35  |
| Menthol, Japanese.        | lb.  | 2.40 | @ | 2.50 |
| Mercurials:               |      |      |   |      |
| Blue Pill.                | lb.  | .45  | @ | .45  |
| Calomel.                  | lb.  | .77  | @ | .79  |
| Corr. Sublim.             | lb.  | .68  | @ | .70  |
| Mercury and Chalk.        | lb.  | .35  | @ | .38  |
| Ointment, 1/2.            | lb.  | .47  | @ | .48  |
| Ointment, 3/4.            | lb.  | .38  | @ | .39  |
| Red Precip.               | lb.  | .57  | @ | .57  |
| White.                    | lb.  | .92  | @ | .94  |
| Morphine, bulk.           | oz.  | 2.25 | @ | 2.50 |
| Eighties.                 | oz.  | 2.45 | @ | 2.50 |
| Moss, Iceland.            | lb.  | .06  | @ | .08  |
| Irish, bleached.          | lb.  | .09  | @ | .10  |
| Naphthaline, flake.       | lb.  | .02  | @ | .025 |
| " Ball.                   | lb.  | .02  | @ | .02  |
| Nux Vomica.               | lb.  | .09  | @ | .10  |
| Oil, Anise.               | lb.  | .10  | @ | .135 |
| Almonds, blk, Eng.        | lb.  | 5.50 | @ | 5.75 |
| French.                   | lb.  | 5.50 | @ | 5.80 |
| blk, artificial.          | lb.  | .50  | @ | 1.50 |
| sweet, true.              | lb.  | .37  | @ | .40  |
| Peach kernels.            | lb.  | .19  | @ | .22  |
| Bay.                      | lb.  | 2.25 | @ | 2.60 |
| 25 oz. bots.              | bot. | 3.25 | @ | 3.35 |
| Bergamot.                 | lb.  | 2.10 | @ | 2.25 |
| Cal.                      | lb.  | .30  | @ | .35  |
| Camphor.                  | lb.  | .12  | @ | .18  |
| Caraway.                  | lb.  | 1.15 | @ | 1.40 |
| Cassia 75/80%.            | lb.  | .80  | @ | .85  |
| Cedar, pure.              | lb.  | .55  | @ | .65  |

## Oils-cont'd

|                        |         |          |      |         |
|------------------------|---------|----------|------|---------|
| red.                   | lb.     | .21      | @    | .25     |
| Citronella.            | lb.     | .35      | @    | .38     |
| Clove, bud.            | lb.     | .85      | @    | .90     |
| Copaiba.               | lb.     | .61      | @    | .70     |
| Coriander.             | lb.     | 5.00     | @    | 5.10    |
| Croton.                | lb.     | .75      | @    | .80     |
| Cubeb.                 | lb.     | .85      | @    | .90     |
| Eucalyptus.            | lb.     | .40      | @    | .50     |
| Geranium.              | lb.     | 1.60     | @    | 1.75    |
| Lavender, flowers.     | lb.     | 2.00     | @    | 2.25    |
| Lemon.                 | lb.     | .57      | @    | .66     |
| Leonurus.              | lb.     | 3.00     | @    | 3.50    |
| Mustard.               | lb.     | 4.25     | @    | 4.35    |
| Myrrane.               | lb.     | .06      | @    | .07     |
| Neroli.                | lb.     | 45.00    | @    | 50.00   |
| Nutmeg.                | lb.     | .80      | @    | .90     |
| Orange, sweet.         | lb.     | 1.95     | @    | 2.10    |
| Orange, bitter.        | lb.     | 1.85     | @    | 2.25    |
| Origanum.              | lb.     | .18      | @    | .22     |
| Pepperyoil.            | lb.     | 1.15     | @    | 1.25    |
| Peppermint.            | lb.     | 2.40     | @    | 2.50    |
| Peppermint.            | lb.     | 2.40     | @    | 2.50    |
| Petit, grain, French.  | lb.     | 4.00     | @    | 4.50    |
| "    So. Amer.         | lb.     | 1.90     | @    | 2.00    |
| Pimento.               | lb.     | 1.80     | @    | 1.90    |
| Rose.                  | oz.     | 3.50     | @    | 3.50    |
| Rosemary.              | lb.     | .62      | @    | .65     |
| Sandalwood.            | lb.     | 5.25     | @    | 5.50    |
| Sassafras.             | lb.     | .50      | @    | .55     |
| "    Artificial.       | lb.     | .24      | @    | .25     |
| Saffrol.               | lb.     | .35      | @    | .36     |
| Sage.                  | lb.     | 4.75     | @    | 5.00    |
| Sassa.                 | lb.     | 3.75     | @    | 4.00    |
| Sassa.                 | lb.     | 1.00     | @    | 1.20    |
| Wintergreen.           | lb.     | 1.15     | @    | 1.35    |
| "    Synthetic.        | lb.     | .37      | @    | .40     |
| Wood (Chinese).        | lb.     | .08      | @    | .09     |
| Wormwood.              | lb.     | 3.25     | @    | 3.50    |
| Wormseed.              | lb.     | 3.00     | @    | 3.25    |
| Optum, Nat.            | cases.  | lb.      | 3.10 | @       |
| "    Ordinary.         | Job.    | lb.      | 1.12 | @       |
| "    powdered.         | lb.     | .85      | @    | .90     |
| Orange peel.           | lb.     | .13      | @    | .14     |
| Sage.                  | lb.     | .09      | @    | .10     |
| Petrolinum.            | lb.     | .05      | @    | .05     |
| Phenacetine.           | oz.     | .85      | @    | .85     |
| Potassium acetate.     | lb.     | .17      | @    | .18     |
| "    bromide.          | lb.     | .17      | @    | .30     |
| "    bottles.          | lb.     | .23      | @    | .30     |
| bichromate.            | lb.     | .19      | @    | .30     |
| chlorate, crys.        | lb.     | .06      | @    | .06     |
| "    powd.             | lb.     | .09      | @    | .10     |
| cyanide.               | lb.     | .21      | @    | .23     |
| hypophosphite.         | lb.     | .60      | @    | .64     |
| iodide bulb.           | lb.     | 5.15     | @    | 5.20    |
| permanganate.          | lb.     | .09      | @    | .10     |
| Prickly Ash berries.   | lb.     | .04      | @    | .16     |
| Quicksilver.           | lb.     | .55      | @    | .55     |
| "    Sulph., Domestic. | lb.     | .55      | @    | .55     |
| "    bulk.             | oz.     | .19      | @    | .24     |
| Domestic, oz.          | oz.     | .19      | @    | .24     |
| German, bulk.          | oz.     | .19      | @    | .24     |
| German, outside.       | oz.     | 18 1/4   | @    | 18 1/4  |
| Java, bulk.            | oz.     | .19      | @    | .24     |
| Rochelle Salts.        | lb.     | .30      | @    | .21     |
| Rose, confite.         | lb.     | .08      | @    | .08     |
| Alkanet.               | lb.     | .08      | @    | .08     |
| Aithes, cut.           | lb.     | .17      | @    | .18     |
| Arnica.                | lb.     | .081     | @    | .09     |
| Belladonna, Atropa.    | lb.     | .10      | @    | .12     |
| Blood.                 | lb.     | .10      | @    | .12     |
| Calamus.               | lb.     | .07      | @    | .08     |
| Calamus, bleached.     | lb.     | .12      | @    | .13     |
| Colchicum.             | lb.     | .12      | @    | .13     |
| Calumba.               | lb.     | .04      | @    | .06     |
| Dandelion, Ger.        | lb.     | .079     | @    | .08     |
| Galangal.              | lb.     | .06      | @    | .05     |
| Gentian.               | lb.     | .04      | @    | .04     |
| Ginger, Ja., bled.     | lb.     | .11      | @    | .14     |
| Ginseng.               | lb.     | .08      | @    | .08     |
| Guaiacum.              | lb.     | 6.50     | @    | 7.75    |
| Golden Seal.           | lb.     | 1.57 1/2 | @    | 1.40    |
| Hellebore, pwd.        | lb.     | .06      | @    | .07     |
| Helonias.              | lb.     | .42      | @    | .45     |
| Ipecac, Rio.           | lb.     | 1.75     | @    | 1.90    |
| Carthagens.            | lb.     | 1.75     | @    | 1.90    |
| Jalap.                 | lb.     | .08 1/2  | @    | .11     |
| Jalap, Kona.           | lb.     | .08 1/2  | @    | .11     |
| Liquorice, ord.        | lb.     | .08      | @    | .04     |
| Select.                | lb.     | .06 1/2  | @    | .11     |
| Lovage.                | lb.     | .45      | @    | .85     |
| Mandrake.              | lb.     | .04      | @    | .04     |
| Musk, Russian.         | lb.     | .13      | @    | .14     |
| Nerria, Florentine.    | lb.     | .07      | @    | .08     |
| Orri.                  | lb.     | .25      | @    | .30     |
| Pulera Brava.          | lb.     | .10      | @    | .11     |
| Pink.                  | lb.     | .38      | @    | .40     |
| Rhatany.               | lb.     | .10      | @    | .12     |
| Rhub, Canton.          | lb.     | .35      | @    | .40     |
| Shensi.                | lb.     | .35      | @    | .30     |
| Sars'p'la, Hond.       | lb.     | .35      | @    | .30     |
| Sars'p'la, Mex.        | lb.     | 1.05     | @    | 1.05    |
| Snake.                 | lb.     | .40      | @    | .42     |
| Snake Virginia.        | lb.     | .40      | @    | .42     |
| Texas.                 | lb.     | .39      | @    | .42     |
| Canada.                | lb.     | 1.15     | @    | .25     |
| Squill.                | lb.     | .04      | @    | .05     |
| Valerian, Belg.        | lb.     | .08      | @    | .08 1/2 |
| German.                | lb.     | .12      | @    | .14     |
| English.               | lb.     | .12      | @    | .14     |
| Salicine.              | lb.     | 3.75     | @    | 4.00    |
| Sal Ammon, lump.       | lb.     | .09      | @    | .09 1/2 |
| Granulated.            | lb.     | .06 1/2  | @    | .06     |
| Sal Soda, Eng.         | 100 lb. | .77 1/2  | @    | .72 1/2 |
| American.              | 100 lb. | .75      | @    | .70     |
| Salol.                 | lb.     | .90      | @    | .90     |
| Salol, crude.          | lb.     | .90      | @    | .90     |
| Refined.               | lb.     | .04 1/2  | @    | .05 1/2 |
| Santonin, crystals.    | lb.     | 8.95     | @    | 9.00    |
| Powdered.              | lb.     | 9.15     | @    | 9.20    |
| Saw Palmetto Berries.  | lb.     | .15      | @    | .20     |
| Seed, Anise Ital.      | lb.     | .08 1/2  | @    | 1.05    |
| German.                | lb.     | .08 1/2  | @    | .07     |
| Sicily.                | lb.     | .30      | @    | .30     |
| Canary, Snyras.        | lb.     | .06      | @    | .05 1/2 |
| Sicily.                | lb.     | .05 1/2  | @    | .05 1/2 |
| Caraway.               | lb.     | .06 1/2  | @    | .06 1/2 |
| Celery.                | lb.     | .07 1/2  | @    | .08     |
| Cardamom bldch.        | lb.     | .30      | @    | .70     |
| Decorticated.          | lb.     | .30      | @    | .51     |
| Colchicum.             | lb.     | .21      | @    | .25     |
| Coriander.             | lb.     | 4.44     | @    | .35     |



## New Remedies Compendium and Prices Current.

In this list, which is intended to serve as a ready reference work for the dispenser at the prescription counter, and which will appear in alternate issues of the AMERICAN DRUGGIST, the order of arrangement followed is to give the trade name of the substance, followed by the chemical name, where the length of the latter permits. The physical characteristics of the substance, whether powder, liquid or tablet, are named in the opening sentence, accompanied by details regarding solubility, incompatibilities, therapeutic uses, dose, the kind of container in which it is put up, price, and maker's or agent's name.

The aim has been to make the Compendium and Price List as condensed as possible without at the same time interfering with the practical utility of it; for it is by its practical utility that the editors hope it will be judged, the list being intended for the use of dispensing druggists, and not for analytical chemists. Because of this, chemical formulas, melting points and other data of no immediate use to the dispenser have been omitted; not that such information is unimportant, but because particulars of this kind have no immediate bearing on the everyday work of the dispensing druggist.

Corrected to December, 1905.

**ACETAL.** (ETHYLIDENE DIETHYL ETHER.) Colorless, volatile liquid, soluble in 18 parts of water, very soluble in alcohol. Used as a sedative and hypnotic in doses of 2 to 3 fluid drachms, usually in form of emulsion. Pure medicinal, per oz., \$1.00; commercial .....65c.

**ACETOZONE.** (BENZOYL-ACETYL PEROXIDE). White powder, very slightly soluble in water (1:1000); soluble in alcohol. Bactericide; used internally and externally in diseases of germ origin. Dose, 1 to 3 grains in solution. Boxes containing 6 vials of 15 grains

each, per box, \$1.25; ¼ oz. bot., \$1.40; ½ oz. bot., \$2.70; 1 oz. bot. ....\$5.25 (Parke, Davis & Co.)

**ACET - THEOCIN - SODIUM.** White crystalline powder, readily soluble in water. Powerful diuretic; used in dropsy. In doses of 5 to 7 grains, two to three times daily. ¼ and 1 oz. bot. ....\$1.90 to \$2.30 per oz. (Farbenfabriken of Elberfeld Co.)

**ACOINE.** (DI-PARA-ANISYL-MONOPHENETHYL GUANIDINE HYDROCHLORIDE). White crystalline powder, soluble in 17 parts of water. Local anesthetic like cocaine, used hypodermatically in eye surgery; dental anesthetic in normal saline solution, 2 per cent. 15 grain vials, each, 40c.; capsules, 2½ grains, 28 in box. ....75c. (The Heyden Chemical Works.)

**ADNEPHRIN SOLUTION.** A 1-1000 solution of the chloride of the active principle of the suprarenal gland. 1 oz. vials .....60c.

**EMOLLIENT.** Tubes, each...80c.

**OIL SPRAY.** 1 oz. vials, each.60c. (Frederick Stearns & Co.)

**ADRENALIN.** Grayish-white powder; with difficulty soluble in water. The blood-pressure-raising principle of the suprarenal glands. 1 grain vials.85c. Invariably employed in the form of

**CHLORIDE SOLUTION, 1:1000.** a solution of 1 part of adrenalin chloride in 1000 parts of physiologic salt solution, with 0.5 per cent. of chlorotone. Powerful astringent,

hemostatic and cardiac stimulant. Used for the control of hemorrhages, internal and superficial, for the reduction of congestion and inflammation of mucous membranes, as a heart stimulant in collapse, and as an adjuvant to the local anesthetic action of cocaine. Internal dose. 1 oz. bot...85c. INHALANT, 1 oz. bot. ....85c. OINTMENT, ¼ oz. tubes. ....48c. SUPPOSITORIES, boxes of 1 doz. 88c.

**TABLETS,** vials of 25. ....88c. (Parke, Davis & Co.)

**ADRIN.** (EPINEPHRIN HYDRATE). Whitish nonhygroscopic powder; the active principle of the suprarenal gland, same properties as adrenalin. 1 grain vials, each, 75c.; 1-1000 solution, 1 oz. vials, each, 75c.; tablets in tubes of 12, tablet, q. s. to make 15 minims of 1-1000 solution, each, 40c.; in 100's each .....\$3.10 (H. K. Mulford & Co.)

**AGURIN.** (ACET-THIOBROMINE-SODIUM.) White hygroscopic powder, soluble in water; incompatible with acids. Diuretic in dropsy. Dose, 7 to 15 grains, twice daily. ¼ and 1 oz. bot. ....\$1.55 to \$1.70 (Farbenfabriken of Elberfeld Co.)

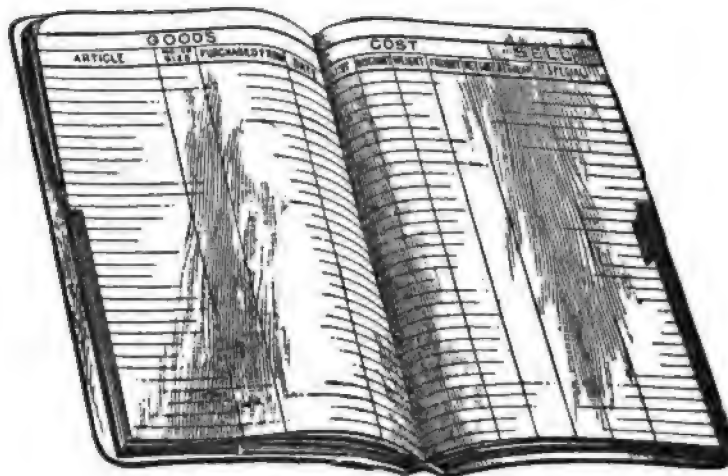
**AIROL.** (BISMUTH OXYDIOGALLATE.) Grayish-green powder, insoluble in water or alcohol. On admixture with water airol partly decomposes and turns red. Should be mixed with water only with intervention of glycerin. Used externally as application to wounds, burns, skin diseases, eye, nose, gonorr-

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- ALBARGIN.** (GELATOSE SILVER.) Light brown powder, readily soluble in water. Contains 15 per cent. of silver. For gonorrhea a 2 per cent. solution is injected 4 or 5 times daily. 1 oz. vials, \$1.10; tubes of 50 tablets, 0.2 gm. each, per tube .....50c. (Victor Koechl & Co.)
- ALPHOZONE.** (SUCCINIC PEROXIDE.) White fluffy powder, quickly soluble in 80 parts of water. Germicide and antiseptic, internally and externally. 1 oz. bot., \$4.50; ¼ oz., \$2.30; ¼ oz., \$1.20; 1 grain tablets, bot. of 90 .....\$1.00 (Fred. Stearns & Co.)
- ALYPIN.** White crystalline powder, easily soluble in water and alcohol, but dissolving very sparingly in ether. Watery solutions have a neutral reaction and can be sterilized by boiling for a short period. Local anesthetic, substitute for cocaine. The strength of the solutions ordinarily employed varies from 1 to 5 and even up to 10 per cent. It can be combined with adrenalin and antipyrine. Alypin should not be used in connection with silver nitrate, owing to the formation of a precipitate. This objection, however, does not apply to protargol solutions, which, although they become slightly turbid at first, soon clear up. 15 grain vials, each, 20c.; 10 vials, per vial, 16c.; ¼ and ½ oz. bots., per oz., \$4.20; 1 oz. bot., per oz. ....\$4.10 (Farbenfabriken of Elberfeld Co.)
- ALUMNOL.** (ALUMINUM NAPHTHOL DISULPHONATE.) Whitish powder, very soluble in water; slightly soluble in alcohol and glycerin; astringent and antiseptic; dissolves in pus and penetrates tissues. Used in 1 per cent. solution in gonorrhea; 10 to 20 per cent. mixture with talcum as a dusting powder. 1 oz. tins, per oz. ....50c.
- AMINOFORM.** (HEXAMETHYLENETHETRAMINE.) White granular crystals, readily soluble in water, prepared by combining ammonia and formaldehyde. Antiseptic for urinary passages, diuretic and solvent in uric acid concretions; dose, 5 to 10 grains, well diluted, three times daily. 1 oz. bot., 60c.; 7½ grain tablets, oz. ....70c. (C. Bischoff & Co.)
- AMYLOFORM.** White powder, insoluble in water; condensation product of starch and formaldehyde. Surgical antiseptic, used pure or with talcum and boric acid. 1 oz. carton .....25c. (Stallman & Fulton.)
- ANTHRASOL.** Yellow, oily liquid, with a distinctive tarry odor; soluble in alcohol, acetone, fats and petrolatum. A distillate from coal tar, used in diseases of the skin where coal tar is employed. 1 oz. vials .....55c. (Knoll & Co.)
- ANTINONNIN.** (POTASSIUM OXETHODINITRO-CRESOL.) Paste of brilliant orange color, soluble in water, slight soapy odor, nonvolatile. Deodorizer, disinfectant, prevents the growth of fungi, mildew and dry rot in cellars and human habitations. Used in form of solution. 1 lb. to 5 to 15 gallons of water. Cans, ¼ lb., \$1.10 per lb.; 1 lb. cans, 95c.; 50 lb. cans, per lb. ....77c. (Farbenfabriken of Elberfeld Co.)
- ANTITUSSIN.** (DIFLUORODIPHENYL OINTMENT.) Ointment containing lanolin, 85 per cent.; petrolatum, 10 per cent., and difluorodiphenyl, 5 per cent. A whooping cough remedy applied as inunction to patient's neck, chest and back once a day, in doses of 5 Gm. 20 Gm. collapsible tubes, 40 c.; 40 Gm. ....75c. (C. Bischoff & Co.)
- ARGENTAMINE.** A colorless, alkaline liquid representing a solution of silver nitrate, 10 per cent., and ethylenediamine, 10 per cent.; soluble in water. Used in all cases where silver nitrate is used, mostly in gonorrhea, in strength of 1 in 2000-4000 solution. 1 oz., g. s. bot. ....75c. (Schering & Glatz.)
- ARGONIN.** White powder, very slightly soluble in cold, but freely so in hot water. A compound of silver nitrate and sodium casein. Antiseptic, germicide and gonococcicide, less caustic than silver nitrate. Solutions of 2 to 10 per cent. strength recommended for injection in gonorrhea and 8 per cent. solutions for use in the eye. 1 oz. vials .....65c. (Victor Koechl & Co.)
- ASAPROL.** (ABRISTOL.) Whitish powder, freely soluble in water and alcohol. It is the calcium salt of betanaphthol-sulphonic acid. Antipyretic and antirheumatic in doses of 5 to 15 grains. Used also as test for albumin in urine. 1 oz. bot. ....\$1.25
- ARISTOCHIN.** (CARBONIC ESTER OF QUININE.) White powder, tasteless, insoluble in water. Decomposes in the system to yield 96.1 per cent. of quinine. Prescribed like quinine, but in somewhat larger doses. ¼ and 1 oz. cartons, per oz. ....\$2.20 (Farbenfabriken of Elberfeld Co.)
- ASPIRIN.** (ACETYL SALICYLIC ACID.) White crystalline powder, insoluble in water; incompatible with alkalies. Used instead of the salicylates in articular and muscular rheumatism and other therapeutic indications for the salicylates. Dose, 5 to 15 grains, three to five times daily. 1 oz. bot., per oz. ....33c. to 43c. (Farbenfabriken of Elberfeld Co.)
- (Farbenfabriken of Elberfeld Co.)
- ATOXYL.** (META-ARSENIC ANILIDE.) White powder, containing 37.69 per cent. of arsenic in organic combination. Soluble in 6 parts of water and used in this strength solution for hypodermic injection; relatively nontoxic. Dose, 1 to 3 grains, 1 oz. vials .....\$8.00 (Victor Koechl & Co.)
- BENZONAPHTHOL.** White, crystalline powder, soluble in alcohol and chloroform; insoluble in water. Employed as intestinal antiseptic in doses of 5 to 15 grains. 1 oz. vials, 22c.; ¼ lb. bottles, \$2.20; ¼ lb., \$2.10; 1 lb. ....\$2.00 (Schering & Glatz.)
- BENZOSOL.** (GUALACOL BENZOATE.) Small colorless crystals, nearly insoluble in water. Contains 54 per cent. of gualacol and, as it is slowly saponified by the gastric juice, the gualacol being liberated gradually, it is recommended as an intestinal antiseptic and as an agreeable substitute for creosote in incipient phthisis. Dose, 4 to 8 grains. 1 oz. tins .....\$1.25 (Victor Koechl & Co.)
- BETA-EUCAINE HYDROCHLORIDE.** White, crystalline powder, soluble in 80 parts of water. A synthetic compound chemically allied to cocaine, being the hydrochloride of benzoyl-vinyl-diace-ton-alkaline. It is slower in action than cocaine, but anesthesia is more prolonged, and a third less toxic. Used generally in 2 per cent. solutions in dental and ophthalmic work. ¼ oz. and ½ oz., per oz., \$3.60; ¼ oz. and 1 oz. ....\$3.50 (Schering & Glatz.)
- BETA-EUCAINE LACTATE.** White powder, possessing the same properties as the hydrochloride, but is more soluble in water (about 1 in 5). Prices and containers same as for beta-eucaine hydrochloride. (Schering & Glatz.)

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**BROMETONE.** Powder; slightly soluble in water. Compound of bromoform and acetone; recommended as a substitute for bromides; contains 77 per cent. of bromine. Dose, 15 to 20 grains. 1 oz. bot., 85c.; 5 grain capsules in bot. of 100 .....\$1.25 (Parke, Davis & Co.)

**BROMIPIN.** (BROMINIZED SESAME OIL.) Yellow, oily fluid, used as a nerve and sedative in epilepsy. Dose, 1 teaspoonful. 1 oz. vial, 18c.; per lb. ....\$2.10 to \$2.35 (Merck & Co.)

**CACODYLIC ACID.** (DIMETHYL ARSENIC ACID.) Small colorless deliquescent crystals, the ultimate product of oxidation of arsenum-dimethyl (cacodyle) and of cacodyle oxide. Contains 54.4 per cent. of arsenic trioxide, but is relatively nontoxic. Dose, 1 to 3 grains. ½ oz. vials, per oz. ....\$4.00

**CALOMEL OINTMENT.** White mercurial ointment made from colloidal calomel for the inunction treatment of syphilis and especially for the cure of its cutaneous manifestations. 2 oz. graduated tubes, per tube .....55c. (Heyden Chemical Works.)

**CALOMEL POWDER.** Grayish-white powder of neutral reaction, tasteless and odorless. Yields a milky solution when added to cold water in the proportion of 1 to 50. Used as a dusting powder in the treatment of papular eruptions and ulcerations, and as external application to ulcerated chancres in 2 per cent. solution. 1 oz. vials .....70c. (Heyden Chemical Works.)

**CAMPHORIC ACID.** (Colorless crystalline scales, very slightly soluble in water; formed by the oxidation of camphor with nitric acid. Used in night sweats of phthisis, also in cystitis and as an intestinal antiseptic in doses of 10 to 20 grains. 1 oz. vials, 45c.; 1 lb. bot. ....\$7.00

**CEROLIN.** Pills of a fatty substance isolated from yeast. Acts same as yeast in furunculosis, acne, etc., but more cathartic. Pills containing 0.1 Gm., box of 100, each .....50c. (C. F. Boehringer & Soehne.)

**CHINAPHENIN.** (QUININE CARBONIC ESTER OF PHENETIDINE.) White tasteless powder, representing synthetic quinine-phenacetin and having medicinal properties of both. Insoluble in water, but easily soluble in alcohol, ether and chloroform. Dose, 5 to 10 grains, thrice daily. ½ and 1 oz. cartons, per oz. ....\$1.25 to \$1.30 (Farbenfabriken of Elberfeld Co.)

**CHINOTROPINE.** (UROTROPINE QUINATE.) A combination of quinic acid and urotropine (hexamethylenetetramine) used as uric acid solvent in the various manifestations of the uric acid diathesis. Is said to liberate formaldehyde freely internally and to form soluble compounds with uric acid. Dose, 10 to 30 grains. ¼ oz. and 1 oz. vials, \$1.75; tablets, 7½ grains, 25 in tube, 2 tubes in box .....\$1.75 (Schering & Glatz.)

**CHLORETONE.** White crystals, slightly soluble in water (1:200); hypnotic, local anesthetic and antiseptic. Dose, 5 to 20 grains, in cachet, tablet or capsule. Externally as a dusting powder for wounds, combined 23 with zinc oxide, 120, and French chalk, 90 parts. ½ oz. vials, per oz., 90c.; 1 oz. ....85c. (Parke, Davis & Co.)

**CINNAMIC ACID.** (CINNAMYLIC ACID.) Transparent micaceous crystals, very slightly soluble in water; soluble in alcohol and ether. Injected intravenously in tuberculosis in doses of ¼ to ½ of a grain, twice a week; per oz., 1-20 to ½ grain twice daily. 1 oz. vial, 85c.; 1 lb. bot., per lb. ....\$5.00

**CITARIN.** (SODIUM ANHYDROMETHYLENCITRATE.) White, crystalline powder, easily soluble in water. Antithrombic for gouty and chronic rheumatic conditions; liberates formaldehyde in the blood. Dose, 15 to 30 grains, thrice daily. 1 oz. bot., per oz. ....70c. to 75c. (Farbenfabriken of Elberfeld Co.)

**CITROPHEN.** (PARAPHENETIDIN CITRATE.) White, crystalline powder, soluble in 40 parts of water. Antipyretic and antineuralgic in doses of 3 to 8 grains. 1 oz. vial, 90c.; 5 grain tablets, bot. of 100, \$1.15; 2 grain, bot. of 100.60c. (Victor Koechl & Co.)

**COLLARGOL.** (COLLOID SILVER.) Shining, black scales, soluble in 1 in 20 of water. Used as a bactericide, 1 in 100 to 10,000 in water or glycerin. Internally a 1 to 500 or 1 to 100 solution may be added to the food in teaspoonful doses. ½ oz. and 1 oz. vials, \$2.75; tablets, 1 grain each, tubes of 50 ....60c. (Schering & Glatz.)

**COTARNINE HYDROCHLORIDE.** See Syptictin.

**CREOSOTE CARBONATE.** (CARBOSOL.) Yellow, transparent viscous liquid, insoluble in water, but miscible with alcohol; contains 92 per cent. creosote combined with 8 per cent. of carbon dioxide. Used in tuberculosis and pneumonia in doses of 5 to 60 drops several times daily. 1 oz. vials, 65c.; ¼ lb. bot., per lb., \$9.25; ½ lb., \$9.10; 1 lb. ....\$9.00 (Schering & Glatz and Farbenfabriken of Elberfeld Co.)

**CUPROL.** Green powder, readily soluble in water; a chemical combination of nucleic acid and copper; solution does not coagulate albumen. Applied locally as an astringent; of use in granular ophthalmia in the form of 5 per cent. instillations, or may be applied in the dry form with a brush. ¼ oz. vials, \$1.30 per oz.; 1 oz. vials .....\$1.20 (Parke, Davis & Co.)

**DERMATOL.** (BISMUTH SUBGALLATE.) Yellow, insoluble powder; nonirritant antiseptic, especially serviceable in burns, ulcers and moist eczema. Used internally in diarrhoea, dysentery, intestinal fermentation and gastric ulcers, in doses of 10 to 30 grains three times daily. 1 oz. tins, 19c.; 1 and 5 lb. tins, per lb. ....\$2.50 (Victor Koechl & Co.)

**DIATHESIN.** White crystalline leaflets, soluble in 15 parts cold water, freely soluble in hot water or alcohol. Is ortho-oxybenzylalcohol, or synthetic saligenin. Used in place of salicin in rheumatism, neuralgia, pleurisy, etc., in doses of 7½ to 15 grains. 1 oz. cartons .....\$2.40 (C. Bischoff & Co.)

**DIFLUORDIPHENYL.** White crystalline powder of pleasant aromatic odor, insoluble in water, soluble in alcohol, ether, chloroform and oils. Used as antiseptic dusting powder mixed with talc in proportion of difluordiphenyl, 10 parts; talc, 90 parts, or in 10 per cent. ointment with lanolin as dressing for burns. Dose, 1-16 to ¼ grain. 5 Gm. envelopes, each .....\$1.50 (C. Bischoff & Co.)

**DIGALEN.** (CLOETTA'S SOLUBLE DIGITOXIN.) Marketed only in solution in 15 Cc. (½ oz.) vials, on account of infinitesimal dosage. Active principle of digitalis leaves, nonaccumulative heart tonic and diuretic. 1 Cc. of solution represents 0.0008 Gm. (0.0045 grain) of digalen,

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**DIONIN.** (ETHYL MORPHINE HYDROCHLORIDE.) White crystalline powder, very soluble in water and alcohol. Recommended to replace codeine and morphine in bronchitis, emphysema and asthma. Dose, 1/4 to 1/2 grain. 1 oz. vial, \$8.00; 1/4 oz. vial, per oz., \$8.25; 15 grain vials, each, 35c.; tablets, 1/4 grain, bottle of 100.....60c. (Merck & Co.)

**DIURETIN.** (THIOBROMINE SODIUM SALICYLATE.) White powder, soluble in water, decomposed by acids. Must be kept dry and air-tight. Diuretic, antispasmodic and vascular stimulant. Dose, 15 grains four to six times daily. 1 oz. bot., per oz.....\$1.75 (Knoll & Co.)

**DORMIOL.** (AMYLENE CHLORAL.) Oily, colorless liquid, with a camphoraceous odor, insoluble in water, soluble in alcohol and ether. Hypnotic in mania; 50 per cent. solution supplied commercially. Dose, 5 to 60 minims. 1 oz. vial, 28c.; 1/4 lb. bot., per lb.....\$4.10 (Merck & Co.)

**DUOTAL.** (GUAIACOL CARBONATE.) White, crystalline powder, soluble in alcohol, insoluble in water. Same therapeutic action as Creosotal, which see. Dose, 5 to 20 grains, gradually increased. 1 oz. vial, \$1.50; tablets, 7 1/2 grains, 50 tablets in box, \$1.50; 4 1/2 grains, 50 tablets in box.....90c. (Schering & Glatz and Farbenfabriken of Elberfeld Co.)

**DUOTONOL.** White powder; a mixture, equal parts of the lime and sodium glycerophosphates. Nerve nutrient in doses of 5 to 10 grains three times daily. 1 oz., 50c.; 1 lb.,

\$6.00; tablets, 5 grains, 100 tablets in bottle.....65c. (Schering & Glatz.)

**DYMAL.** (DIDYMUM SALICYLATE.) Pinkish powder, odorless. Applied as powder and ointment in skin diseases, notably dry and weeping eczema. 1 oz. cartons, each, 85c.; 4 oz. cartons, each.....\$1.20 (C. Bischoff & Co.)

**EKA-IODOFORM.** A chemically pure iodoform, prepared by electrical synthesis, and sterilized with paraform. 1 oz. vial.....50c. (Schering & Glatz.)

**EMPYROFORM.** Brown powder; condensation product of birch tar and formaldehyde; insoluble in water, readily soluble in acetone, chloroform and solutions of caustic alkalies. Used like tar in ointment, paste and tincture. 1 oz. vial.....65c. (Schering & Glatz.)

**EPICARIN.** (CONDENSATION PRODUCT OF BETANAPHTOL AND CREOSOLIC ACID.) Colorless or yellowish needles, difficultly soluble in hot water, easily soluble in alcohol, ether and oils. Nontoxic substitute for naphthol in parasitic skin diseases. Employed chiefly in ointments (5 to 10 per cent.). 1 oz. cartons, per doz., \$0.70 to 70c. (Farbenfabriken of Elberfeld Co.)

**EUGALLOL.** (PYROGALLOL ACETATE.) Yellowish, syrupy liquid, soluble in water and acetone; applied pure or diluted with acetone as paint in skin diseases, especially psoriasis, and deemed superior to pyrogallol. 1 oz. vial.....\$1.00 (Knoll & Co.)

**EUMYDRIN.** White crystalline powder, obtained from atropine; easily soluble in water. Powerful mydriatic, less poisonous than atropine. Dose, internally, about 1-70 grain. 1 or 2 per cent. solution dilates the pupil after 10 to 25 minutes. 1 grain tubes. 45c. to

55c. per box of 10 tubes; 1/4 oz. and 1/2 oz. packages, per oz. \$16.50 (Farbenfabriken of Elberfeld Co.)

**EUNATROL.** (SODIUM ACID OLSATE.) Light yellow substance, readily soluble in water and alcohol; supplied as powder and chocolate-coated pills. Recommended in treatment of gallstones, being excellent chologogue. Dose, four pills, 4 grains each, three times daily, or in solution, 25 Gm. bot., each, 75c.; bot. of 50 pills, 70c.; 100 pills.....\$1.80 (C. Bischoff & Co.)

**EUPHORIN.** (PHENYL-URETHANE.) White, acicular crystals, slightly soluble in water, freely in alcohol. Energetic antipyretic and analgesic in doses of 7 1/2 to 15 grains, 2 to 8 times daily. 1 oz. vial.....\$1.00 (Schering & Glatz.)

**EUPHTHALMINE HYDROCHLORIDE.** White crystals; a synthetic derivative of beta-eucaine; soluble in water; 2 to 5 per cent. solutions dilate the pupil, without causing discomfort or accommodation disturbances. 1/4 and 1 Gm. vials.....\$1.25 (Schering & Glatz.)

**EUPHYRINE.** (PARA-PHENETIDINE VANILLIN ETHYL CARBONATE.) Light yellow crystals, sparingly soluble in water, readily in alcohol, chloroform and ether. Stimulant antipyretic in doses of 7 1/2 to 15 grains. 1 oz. cartons, each.....\$1.50 (C. Bischoff & Co.)

**EUROPHEN.** Yellow light powder, containing 25 per cent. of iodine, insoluble in water and glycerin. Iodoform substitute used in dry powder and in ointment. 1 oz. bot., per oz. \$1.65 to \$1.80 (Farbenfabriken of Elberfeld Co.)

**EUZONE.** (PURE SODIUM PERBORATE.) White, odorless powder, containing about 7.1 per cent. boron, 15 per cent. sodi-

um, 81.2 per cent. oxygen and 48.2 per cent. water; represents 22 per cent. by weight of hydrogen dioxide, equivalent to 10.4 per cent. by weight of nascent oxygen. Soluble in water 1 in 10, such a solution being taken to represent a 2 per cent. solution of hydrogen dioxide. Tablets, 2 1/2 Gm. each, in boxes of 20, 40c.; powder, in 100 Gm. cartons, 85c.; 1 lb. boxes.....\$1.20 (Schering & Glatz.)

**EXODIN.** Yellowish powder; a synthetic oxyanthraquinone derivative; tasteless, mild aperient in doses of 7 1/2 to 15 grains. 1 oz. vial, \$1.40; tablets, 7 1/2 grains each, 10 tablets in box, 80c.; 50 in bottle.....\$1.40 (Schering & Glatz.)

**FERRATIN.** Reddish-brown powder, slowly soluble in ordinary liquids, but readily in hot beverages. Used in anemia and chlorosis in doses of 7 1/2 grains three times daily. 1 oz. vial, 85c.; tablets, 7 1/2 grains, 50 in box, per box.....85c. (C. F. Boehringer & Soehne.)

**FERRATOGEN.** (IRON NUCLEINATE.) Grayish-yellow powder, obtained by growing yeast in a ferruginous medium; insoluble in water. Used in chlorosis and anemia in doses of 5 grains, three times daily. 1 oz. cartons, each.....90c. (C. Bischoff & Co.)

**FERRIPYRIN.** (FERRIC CHLORIDE ANTIPYRIN.) Orange-red powder, soluble in 5 parts of water, very soluble in alcohol, but insoluble in ether. A compound of ferric chloride and antipyrine. Styptic and analgesic when applied in solution or powder. Given internally in chlorosis and anemia as a hematinic in doses of 7 1/2 grains. 1 oz. tins.....\$1.50 (Victor Koesch & Co.)

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**FLUORFORMOL.** (FLUORYL.) Colorless, tasteless liquid, a 2.8 per cent. solution of fluorform. Used in phthisis. Internally and externally; also in pneumonia, acting as an antiseptic. Dose, 1 tablespoonful four times daily. 1 lb. bot. ....\$1.00 (C. Bischoff & Co.)

**FLUORRHEUMIN.** Ointment composed of petrolatum, 10; lanolin, 85; difluordiphenyl, 4; fluorphenetol, 1. Used in rheumatism, sciatica and lumbago; dose by inunction, 4 to 5 Gm. Collapsible tubes, 20 Gm., 40c.; 40 Gm. ....75c. (C. Bischoff & Co.)

**FORTONE.** (METHYLENEDICOTOIN.) Yellow crystals, with slight cinnamon flavor, obtained through action of formaldehyde on cotone; insoluble in water, sparingly soluble in alcohol, ether and benzol; easily soluble in chloroform, acetone and alkaline liquids. Astringent antiseptic in protracted diarrhoeas of consumptives. Dose, 4 grains three times daily. 10 Gm. envelopes, each .....\$2.00 (C. Bischoff & Co.)

**GALLOGEN.** (ELLAGIC ACID.) Yellowish, tasteless powder, insoluble in all acid and neutral media, but soluble in alkaline solutions. Resembles tannic acid, being the astringent principle of divi-divi. Used in dysentery and diarrhoea. Dose, 10 to 15 grains for adults, 5 to 8 grains for children. 1 oz. cartons, 80c.; chocolate coated tablets, 8 grains each, 24 in box .....35c. (C. Bischoff & Co.)

**GEOSOTEL.** See Gualacol Valerate.

**GLUTOL.** (FORMALDEHYDE GELATIN.) Whitish, granular, insoluble powder; recommended as an antiseptic dressing for burns, cavities and suppurating ulcers. 1 oz. tins, 65c.; vials of 1/4 oz., with sprinkler top, each .....25c. (Schering & Glatz.)

**GUAETHOL.** (AJACOL; THANATOL.) Oily liquid, or purer in crystals resembling thymol, insoluble in water. Succedaneum for gualacol. Allays pain by direct application. Dose, 4 to 8 minims. 1 oz. vials. ....\$1.40

**GUALACOL VALERATE.** (GEOSOTA.) Yellow, oily liquid; a combination of gualacol and valerianic acid, having the characteristic odor of the latter. Insoluble in water, soluble in alcohol and ether. Said to be useful in tuberculous and chlorosis and as intestinal antiseptic in doses of 3 to 10 minims three times daily. 3 minim capsules, per 100 .....\$2.10

**HEDONAL.** White, crystalline powder, insoluble in water, but soluble in alcohol, chloroform and ether; best administered as a dry powder. Given in mild forms of insomnia as a hypnotic in doses of 15 to 80 grains. 1 oz. bot. \$1.50 to \$1.60 (Farbenfabriken of Elberfeld Co.)

**HELMITOL.** (HEXAMETHYLENETETRAMINE-ANHYDROMETHYLENE CITRATE.) Colorless crystals, freely soluble in water; insoluble in alcohol and ether. Urinary antiseptic in cystitis, phosphaturia, urethritis, etc., in doses of 15 grains, three or four times daily; liberates formaldehyde in the urinary tract. 1 oz. bot. ....60c. (Farbenfabriken of Elberfeld Co.)

**HEMICRANIN.** White powder; a mixture of 5 parts phenacetin, 1 part caffeine and 1 part citric acid, used in migraine, headaches, intercostal neuralgia and sciatica, in doses of 5 to 10 grains. 1 oz. cartons, per oz. 90c. (Farbenfabriken of Elberfeld Co.)

**HEROIN.** White, crystalline powder, difficultly soluble in water, but readily so in alcohol and in water to which a little acetic acid has been added; in-

compatible with alkali carbonates. Substitute for morphine, of which it is the diacetic acid ester, in doses of 1-24 to 1-12 grain; used for relief of cough and dyspnoea in phthisis pneumonia, etc. 15 grain vials, 23c. per vial; 10 vials, 15 grains each, 18c.; 1/4 oz. vials, per oz., \$5.15; 1 oz. vials, per oz., \$4.85 (Farbenfabriken of Elberfeld Co.)

**HEROIN HYDROCHLORIDE.** (WATER SOLUBLE SALT OF HEROIN.) White, crystalline powder, used in same indications as heroin, but is adapted for hypodermic injections. The dose and prices are the same as those of hero's.

**HIPPOL.** (METHYLENE HIPPIRIC ACID.) Colorless, prismatic crystals; sparingly soluble in water; urinary antiseptic in bacterial diseases of the urinary tract. Dose, 22 1/2 grains. 1 oz., \$1.50; 20 tablets in box .....\$1.10 (Schering & Glatz.)

**HOLOCAINE HYDROCHLORIDE.** White, crystalline powder, difficultly soluble in cold (1 in 75), but readily so in hot water. Chemically para-dihydroxyethenyl-diphenyl-amidine hydrochloride, produced by combination of phenacetin and para-phenetidin. Antiseptic and germicidal in 1 per cent. solution. Used entirely as anæsthetic for operations on the eye, a 1 per cent. solution being equal to 2 per cent. cocaine solution. 1 Gm. vials, 35c.; 5 Gm. vials, per Gm., 30c.; 1 oz. vials, per oz. ....\$7.00 (Victor Koechl & Co.)

**HYRGOL.** (COLLOIDAL MERCURY.) Dark solid body, fairly soluble in cold water, insoluble in alcohol and ether; used in syphilis as 10 per cent. ointment by inunction, and pills and tablets internally. Dose, 1/2 to 1/4 grain thrice daily. 1 oz. vials. ....80c. (Schering & Glatz.)

**ICHTHARGAN.** (ICHTHYOL SILVER; SILVER ICHTHYOL SULFONATE; SILVER THIO-HYDROCARBOSULFONATE.) Brown powder containing 80 per cent. silver; soluble in water and glycerin. Used in urinary diseases in injections of 1 to 500 and 1 to 3000 in water; in diseases of the eye, as trachoma, by brush applications of 1 to 3 per cent. solutions. Dose, 1-24 to 1-12 grain in water. 1 oz. vials, \$3.00; 1/4 oz., \$3.10; tablets, 5 grains, 100 in bottle .....\$1.00 (Merck & Co.)

**ICHTHOFORM.** (ICHTHYOL FORMALDEHYDE.) Blackish-brown powder, insoluble in water. Used externally as succedaneum for iodoform. Internally as intestinal antiseptic in the diarrhoea and intestinal disorders occurring in tubercular diseases, and in typhoid fever and dysentery. Dose, 15 to 30 grains three or four times daily, in powder or capsules. 1 oz. vials. ....\$1.00 (Merck & Co.)

**IODOFORMOGEN.** Light yellow powder, odorless in use; combination of iodoform and albumin, insoluble in water; used as a dressing for wounds. 1 oz. cartons. ....55c. (Knoll & Co.)

**IODIPIN.** (IODIZED SESAME OIL; IODINOL.) Thick, yellow oil, odorless and of oily taste, made similarly to bromipin by repeated iodisation of sesame oil by means of iodine monochloride in alcoholic solution; insoluble in water and alcohol, soluble in ether and chloroform. Made in two strengths, 10 per cent. iodine and 25 per cent. iodine, respectively, the former for internal and the latter for hypodermic use. On unspecified orders the 10 per cent. strength is supplied. Used in all cases where iodine and iodides are indicated; hypodermically in syphilis. 10 per cent. strength, 1 lb. bottles,

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**IODOTHYRINE.** Whitish powder, representing the active principle of the thyroid gland, combined with sugar of milk. Alternative in goitre, myxedema, obesity, psoriasis, menstrual disorders of women, etc., in daily doses of 15 to 30 grains. Powder, in ¼ oz. vials, per oz., \$3.90; 1 oz. vial, \$3.40. Tablets, 5 grains, each, vials of 25, per vial, \$1.00; 100 ..... \$3.90 (Farbenfabriken of Elberfeld Co.)

**IOTHION.** Syrupy, yellowish-brown liquid, difficultly soluble in water, easily soluble in alcohol, ether, benzol and chloroform; miscible with petrolatum and with anhydrous lanolin, which takes up twice its weight of Iothion. Organic compound of iodine, of which it contains 79 to 80 per cent. Applied in form of ointment by inunction as a substitute for potassium iodide in doses of 30 to 60 grains a day. 1 oz. bot., per oz. .... \$1.10 (Farbenfabriken of Elberfeld Co.)

**IRON TONOL.** (IRON GLYCEROPHOSPHATE.) Powder; soluble in water; tonic, nerve nutrient. Dose, 3 to 10 grains. 1 oz., 85c.; 1 lb. .... \$3.50 (Schering & Glatz.)

**ISOPRAL.** White crystals, soluble in water up to 3 per cent. and easily in alcohol and ether. A nondepressing substitute for chloral in doses of 7 to 15 grains, indicated in all forms of sleeplessness in which chloral is employed. Powder, in 1 oz. bot., per oz., \$1.40; 8 grain tablets, bottles of 100, \$3.00; 15 grain tablets, tubes of 20 ..... \$1.40 (Farbenfabriken of Elberfeld Co.)

**KRESAMINE.** Clear, watery liquid, representing a solution of trikresol, 25 per cent., and ethylenediamine, 25 per cent.; soluble in 3 parts of water, and in all proportions of glycerin; antiseptic and sedative to inflamed tissues. 1 oz. .... \$1.00 (Schering & Glatz.)

**KRYOFINE.** White, granular crystals, sparingly soluble in cold water (1 in 600); freely soluble in alcohol and ether. A compound of parphenetidin and methylglycolic acid. Antipyretic and antineuralgic in doses of 4 to 7½ grains. 1 oz. cartons, powd., \$1.00; tablets, 4 or 7½ grains, per oz. .... \$1.00 (C. Bischoff & Co.)

**LACTOPHENIN.** (LACTYL-PARAPHENETIDIN.) Small, white crystals, soluble in 330 parts of water. Differs from phenacetin in containing a molecule of lactic acid in place of acetic. Antipyretic and analgetic in doses of 4 to 8 grains. 1 oz. cartons, each, .... \$1.00 (C. F. Boehringer & Soehne.)

**LENIGALLOL.** (PYROGALLOL TRIACETATE.) White, crystalline powder, insoluble in water, possessing the same reducing properties as pyrogallol and used in acute and chronic eczema as ointment. 1 oz. vials ..... \$1.00 (Knoll & Co.)

**LYCETOL.** (DIMETHYLPIPERAZINE TARTRATE.) White powder, readily soluble in water. Urlic acid solvent, antirheumatic and diuretic in doses of 5 to 10 grains three times daily. 10 Gm. vials, \$1.50; ¼ oz., ½ oz., 1 oz. cartons, per oz. .... \$4.25 to \$4.40 (Farbenfabriken of Elberfeld Co. and Schering & Glatz.)

**LYGOSINE.** (SODIUM LYGOSINATE.) Glossy, greenish crystals; a condensation product of salicylaldehyde and acetone; readily soluble in water, forming ruby red solutions. Non-irritant substitute for alver as urethral injection in gonorrhea, 5 per cent. strength. 10 Gm. vials ..... 85c. (C. Bischoff & Co.)

**LYSIDIN.** (ETHYLENE-ETHYLDIAMINE HYDROCHLORIDE.) Pale yellowish liquid, containing 50 per cent. of pure lysidin, the substance itself being very hygroscopic. Used in acute gout and uric acid diathesis in doses of 10 to 30 minims. 1 oz. vials ..... \$1.75 (Victor Koechl & Co.)

**MARETIN.** White, glistening crystals, very sparingly soluble in water (1 to 1050). Antipyretic, being a methyl acetanilid with a urea nucleus in place of the acetyl group. Dose, 3 to 5 grains. 1 oz. cartons, per oz. .... \$1.25 to \$1.40 (Farbenfabriken of Elberfeld Co.)

**MERCUCOL.** (Brownish powder, soluble in water; insoluble in alcohol; a chemical combination of nucleic acid and mercury, containing 10 per cent. of the metal. Does not coagulate albuminous liquids. Applied to ulcers and suppurating mucous membranes in from ¼ to 5 per cent. solution, or in ointment. ¼ oz. vials, per oz., \$1.60; 1 oz. vials ..... \$1.50 (Parke, Davis & Co.)

**MESOTAN.** (METHYLOXY-METHYLESTER OF SALICYLIC ACID.) Clear, yellow fluid, insoluble in water, but miscible with alcohol, ether and fixed oils. External application mixed with equal parts of olive oil in muscular and articular rheumatism, pleuritis and gout. 1 oz. bot., 47c.; 25 oz. lots, 42c. (Farbenfabriken of Elberfeld Co.)

**NARGOL.** Brownish powder, readily soluble in water. Compound of silver and nucleic acid containing 10 per cent. of the former; does not coagulate albumen. Used in gonorrhea, conjunctival and other pyogenic inflammations. ¼ oz. vials, per

oz., \$1.80; ¼ oz., per oz., \$1.75; 1 oz. .... \$1.70 (Parke, Davis & Co.)

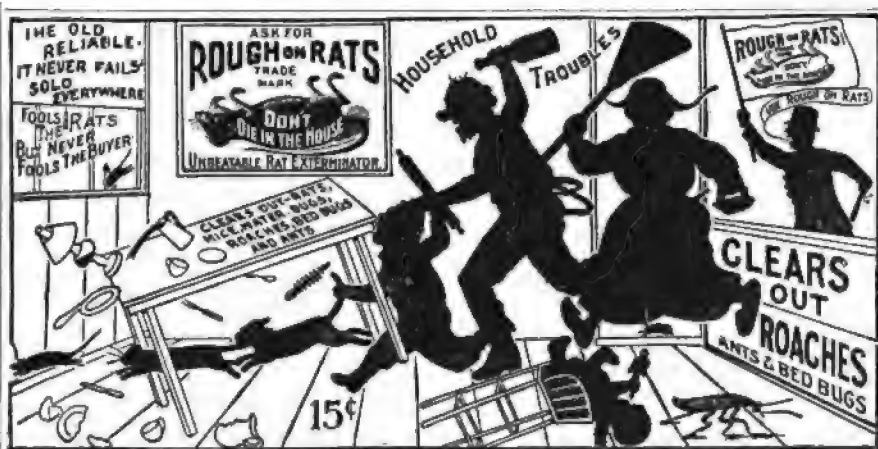
**NEODERMIN.** Ointment containing lanolin, 85; petrolatum, 10; difluordiphenyl, 4; fluoropseudocumol, 1. For ulcerated surfaces, burns, etc. Collapsible tubes, Gm. 20 and Gm. 40, each, .... 40c. and 75c. (C. Bischoff & Co.)

**NOVARGAN.** (SILVER PROTEINATE.) Fine yellow powder containing 10 per cent. of metallic silver, readily soluble in water. Used as injection in gonorrhea; is very penetrating and free from irritating effects upon mucous membrane. 1 oz. vials, ..... \$1.40 (Heyden Chemical Works.)

**OLEOCREOSOTE.** Pale brown, oily liquid combination of beechwood creosote, 33 per cent., with oleic acid. Used in affections of the respiratory organs, tuberculosis, etc. Dose, 10 to 30 minims. oz., .65c. (Schering & Glatz.)

**OREXINE TANNATE.** (PHENYLDIHYDROQUINAZOLINE TANNATE.) Yellowish powder, tasteless and odorless; insoluble in water, slightly soluble in dilute acid solutions, readily so in hydrochloric acid. Should not be prescribed with preparations of iron. Used in anorexia (lack of appetite) as stimulant of gastric secretion; in seasickness and vomiting of pregnancy. Orexine base is no longer on the market. Dose, 8 to 12 grains two times daily, in powder or in tablets. 1 oz. vials, \$1.00; orexoids, Merck's tablets, 4 grains, 50 in bottle ..... 55c. (Merck & Co.)

**ORPHOL.** (BETA-NAPHTHOL BIS-MUTH.) Odorless and tasteless fawn colored powder, insoluble in water; consists of 80 per cent. bismuth oxide and 20 per cent. beta-naphthol. Intestinal antiseptic in doses of 5 to 15 grains three or four times



A large Lithograph, 14 x 21, in seven colors, of the above Rough on Rats illustration (Household Troubles), which has convulsed the world with laughter, with comic descriptive verses, mailed free to any address. E. S. WELLS, Jersey City, N. J., U. S. A.

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**SILVER CITRATE.** (ANTISEPTIC CREDE; ITROL.) White powder, soluble about 1 in 4000 of water. Recommended in Cr  de's treatment as an antiseptic for wounds, in lotion, ointment, or powder. For disinfection of hands, skin and instruments, 1 to 1000-5000 watery solution; as gargle 1 to 5000 to 10,000; in gonorrhoea, 1 to 8000. Oz. ....\$1.20 to \$1.25 (Schering & Glatz and Merck & Co.)

**SILVER LACTATE.** (ACTOL.) Whitish powder, soluble in 15 parts of water; recommended in solution 1 in 200 to 1000 as an antiseptic for surgical use.    oz. and 1 oz. vials, per oz., \$1.80; tablets, 3 grains, boxes containing 5 vials of 10 tablets, per box.....\$1.15 (Schering & Glatz.)

**SIROLIN.** (SYRUP OF THIOCOL.) Syrup solution of thiochol, containing 6 grains of thiochol in each teaspoonful, 4 oz. bot., per doz. ....\$8.00 (Hoffmann-La Roche Chemical Works.)

**SOMATOSE.** Light yellow almost tasteless powder, easily soluble in water, prepared from meat and consisting of dextro and hetero albumoses. Nitrogenous food product for the sick and convalescent. Dose for adults, 90 to 180 grains daily; for children, 50 to 100 grains. 2 oz. tins, per doz., \$8.25;    lb. tin, per lb., \$5.25;    lb. tin, per lb. ....\$5.00 (Farbenfabriken of Elberfeld Co.)

**SOMNOS.** (CHLORETHANAL ALCOHOLATE.) Clear liquid, miscible with water, produced by the synthesis of chloroethanal with a polyatomic alcohol radical. Hypnotic and cerebral sedative in doses of from 2 to 4 fluid drachms. Pint bottles, \$1.10 per pint; \$12.00 per doz.; 4 oz. bottles, per doz. ....\$4.00 (H. K. Mulford Co.)

**STOVAINE.** (AMYLENE HYDROCHLORIDE.) White crystalline powder, readily soluble in water and in methyl alcohol; less soluble in ethyl alcohol and almost insoluble in ether. A substitute for cocaine, approximately one-fifth less toxic. Aqueous solutions are slightly acid and bitter to the taste. Put up in solutions of various strengths,    per cent., 1 per cent., 10 per cent., in tubes; tablet triturates,    grains each; pastilles, 3-100 grain each. Original packages, 1 oz.,    oz. and    oz. bottles, per oz. ....\$4.00 (Walter F. Sykes & Co.)

**STYPTICINE.** (COTARNINE HYDROCHLORIDE.) Yellow amorphous powder, the salt of an opium base (cotarnine is a product of the oxidation of narcotine), soluble in water and alcohol. Because of its chemical resemblance to hydrastrine, it being methoxyl-hydrastrine, it is recommended in all forms of uterine hemorrhage. Used in functional dysmenorrhoea and in the menorrhagia of puberty and the climacteric. Dose as styptic,    to 4 grains; as needed, per oz. or by injection (10 per cent. solution). Sugar coated tablets,    grain, per tube of 20, 35c.; 1 oz. bottles, per oz., \$7.50;    oz. bottles, per oz., \$7.80;    oz., per oz., \$8.00; 15 grain vials, each, 40c.; hypodermic tablets,    grain, per box of 40 (4 tubes) .....75c. (Merck & Co.)

**STYPTOL.** (COTARNINE PHTHALATE.) Yellow, crystalline powder, readily soluble in water. It is the phthalate salt of an opium base. Recommended in uterine hemorrhage in doses of    to    grain internally or hypodermically. 1 oz. vials, \$6.50;    oz., per oz., \$6.75;    oz., \$7.00; 15 grain vials, per vial, 35c.;    grain tablets, bottles of 100, per bot. ....\$1.20 (Knoll & Co.)

**STYRACOL.** (GUAIACOL CINNAMIC ESTER.) White granular crystals, insoluble in water, readily soluble in alcohol; contains 85 per cent. of guaiacol. Given in phthisis, catarrh of the stomach and intestines and in gonorrhoea in doses of 5 to 15 grains thrice daily. 1 oz. cartons, \$1.20; 5 grain tablets, bot. of 100.....\$1.40 (Knoll & Co.)

**SUBLAMINE.** MERCURIC ETHYLENE-DIAMINE SULPHATE.) Crystalline powder, containing 43 per cent. of mercury; very soluble in water. Used in solutions of 1 to 1000 as a substitute for corrosive sublimate. 1 oz. vials, 50c.; tablets, 15 grains, 100 tablets in bottle, \$1.10; 20 tablets in tube, 5 tubes in box.....\$1.30 (Schering & Glatz.)

**TANNALBIN.** (TANNIN ALBUMINATE.) Pale brown, insoluble, tasteless powder, containing about 50 per cent. of tannin. It is not affected by the gastric juice, but is split up in the intestinal canal; hence is used as intestinal disinfectant and for diarrhoea. Dose, 15 to 30 grains three to five times daily. 1 oz. cartons, 85c.; 5 grain tablets, bot. of 100.....\$1.00 (Knoll & Co.)

**TANNIGEN.** (ACETILTANNIN.) Grayish powder, insoluble in water, soluble in alcohol; incompatible with alkalies which decompose it. Intestinal astringent in chronic diarrhoea and intestinal diseases of children. Adult dose, 3 to 10 grains, three to six times daily; children, 1-3 to    that quality. 1 oz. bot., per oz. ....55c. to 75c. (Farbenfabriken of Elberfeld Co.)

**TANNOPINE.** (HEXAMETHYLENETETRAMINE TANNIN.) Brownish powder, insoluble in water, decomposed by alkalies; compound of tannin and urotropine, containing 87 per cent. of tannic acid. Intestinal astringent and disinfectant.

Adult dose, 10 to 15 grains; children, 3 to 8 grains four times daily. 1 oz. cartons, per oz. ....55c. to 75c. (Farbenfabriken of Elberfeld Co.)

**TESTADEN.** Powdered extract of the testicle juice of animals. Used in impotency, anemia with irregular menses, diabetes and uraemia. Dose, 15 grains three to four times daily. 1 oz. vials, \$1.30; 4 grain tablets, bot. of 100.....\$1.80 (Knoll & Co.)

**THEOBROMINE.** White crystalline powder, almost insoluble in cold water or alcohol; organic base obtained from seeds of *Theobroma cacao*. Diuretic in dropsy of cardiac and renal affections. Dose, 5 to 8 grains. 1 oz. bot., per oz. ....90c. (Farbenfabriken of Elberfeld Co.)

**THEOBROMINE - SODIUM - SALICYLATE.** White powder, very soluble in water, decomposed by acid solutions. Diuretic in dropsy of cardiac and renal origin. Dose, 7 to 15 grains. 1 oz. bot., per oz. ....60c. (Farbenfabriken of Elberfeld Co.)

**THEOCIN.** Fine, colorless crystals; synthetic alkaloid of tea (theophylline); difficultly soluble in alcohol and cold water, more easily in warm water; forms salts with alkalies. Powerful diuretic in doses of 3 to 6 grains, two to three times daily.    and 1 oz. bot., per oz. ....\$2.50 to \$2.70 (Farbenfabriken of Elberfeld Co.)

**THEOPHYLLIN.** White crystalline needles, soluble in 225 parts of water. Identical with theocine, being the synthetic alkaloid of tea. Diuretic in doses of 4 to 8 grains. 1 oz. vials, \$1.40. Theophyllin sodium, 1 oz. vials, \$1.50. Theophylline sodium salicylate, 1 oz. vials .....\$1.10 (C. F. Boehringer & Soehne.)

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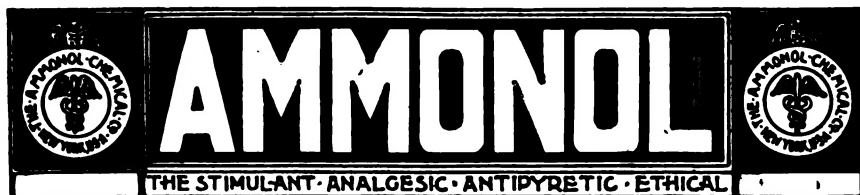
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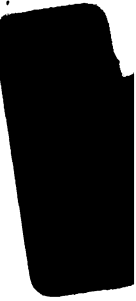
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Ammonol with Camphor and Codeine Tablets.  
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In five-grain flat oval tablets, put up in one-ounce bottles.

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